

NATIONWIDE CARS, VANS, TRUCKS,
CONTRACT HIRE, LEASING, FINANCE.
Contact Derek Coddling at 2

COWIES
Fleet Sales

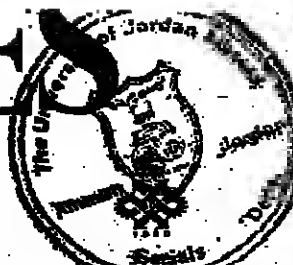
WILFRED HOUSE, WILTON ROAD,
SWINDON, WILTS, SN1 2DQ
SWINDON, WILTS, SN1 2DQ

FINANCIAL TIMES

No. 29,073

Saturday May 14 1983

***30p



U.S.M.
Fund
P.O. Box 27, St. Helier, Jersey, C.I. Tel: (0534) 73114

CONTINENTAL SELLING PRICES: AUSTRIA Sch 15; BELGIUM Fr 35; DENMARK Kr 7.00; FRANCE Fr 5.00; GERMANY DM 2.00; ITALY L 1.100; NETHERLANDS Fl 2.25; NORWAY Kr 6.00; PORTUGAL Esc 65; SPAIN Ptas 50; SWEDEN Kr 6.00; SWITZERLAND Fr 2.00; U.K. £1.00; MALTA M 30c

Top people's banks
p8

The soccer-TV poker game
p21

POLITICS TODAY
Mrs Thatcher breaks the mould
The pensions obstacle course
p23

Give your home a facelift
p19

ROUSSEAU
Confessing the self
p12

NEWS SUMMARY

GENERAL

Fists fly as pit closure is announced

Police were called yesterday as miners kicked and punched Mr Albert Wheeler, National Coal Board director in Scotland. He had announced the closure of the Cardowan colliery near Glasgow. About 200 men surged forward as he left the scene, but he was not seriously hurt. The 1,090 Cardowan miners are being offered transfers or early retirement. **Back Page**

Security decision

The Government rejected the view of a committee of senior MPs that Parliament should have the right to look at the work of the security services. **Back Page**

Syria says 'No'

Syria rejected the draft agreement for Israel to withdraw from Lebanon, saying its security was threatened. **Back Page**

Marbles request

Greece is to ask Britain formally to return the Elgin Marbles, sculpture from the Parthenon now in the British Museum. **Back Page**

Hijack to Cuba

A woman with a flare pistol hijacked a U.S. airliner to Cuba. She was held in Havana and the flight, carrying 247 people, returned to Miami. **Back Page**

Bomb arrest

Glasgow police defused a letter bomb at a post office and arrested a man. They did not say who it was addressed to. **Back Page**

Arms verdicts

Three Irishmen and an American were found guilty in New York of running guns to the Provisional IRA. **Back Page**

TV award-winner

BBC-TV's comedy *Three of a Kind* won the Silver Rose award at the Montreux Television Festival. An Italian programme came top. **Back Page**

Bogside violence

Police fired plastic baton rounds and rioters threw 41 petrol bombs during two hours of violence in the Bogside area of Londonderry. **Back Page**

Mortgage rates

Mortgage rates are unlikely to go up until well after the election. Building society receipts were better than expected last month. **Page 3**

Hina talks plan

The EEC Council of Ministers is to hold twice-yearly talks with China. **Back Page**

tion taken over

Quebec government took the transport maintenance union, ending a two-week strike. **Back Page**

like a dog

The chihuahua of a New York was buried after being hit when dug up seven years by a terrier friend. **Back Page**

audience held steady at

for Turkish troops to us. **Page 2**

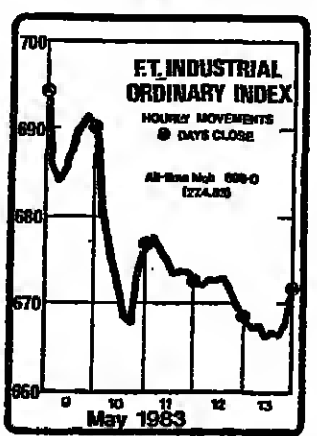
were hurt in a

sec riot. **Page 2**

BUSINESS

Equities rally late; gilts lose ground

EQUITIES rallied after hours in continuing trade, with bargains totalling only 60 per cent of the average daily total. The FT Industrial Ordinary



Index, down 2.2 at noon, closed a net 3.1 ahead at 671.7, for a fall of 22.7 on the week. **Page 30**

GILTS lost further ground, with longfalls falling up to 2 and shorts 1. **Page 30**

GOLD rose \$2.25 to \$441.75 in London. In New York the Comex May settlement was \$441.2 (\$438.7). **Page 27**

STERLING lost 25 points to \$1.567 but improved to DM 3.8325 (DM 3.83), FF 11.5325 (FF 11.51), SwFr 3.175 (SwFr 3.17) and Y363.5 (Y363.25). Its trade-weighted index was 83.9 (84). **Page 27**

DOLLAR rose to DM 2.444 (DM 2.435), FF 7.36 (FF 7.35), SwFr 2.024 (SwFr 2.02) and Y231.9 (Y231.3). Its trade-weighted index was 121.8 (121.3). **Page 27**

WALL STREET was up 2.51 to 1,216.91 near the close. **Page 30**

U.S. INDUSTRIAL production rose 2.1 per cent in April, the highest monthly increase in almost eight years. **Page 2**

PENSIONS: Government announced moves aimed at improving the pension position of those who leave their companies before retirement age. **Back Page**

TIME Milton works sit-in looks set to continue in spite of a recommendation from national union officials to accept a formula guaranteeing no compulsory redundancies for 90 days. **Page 4**

COCKERILL, SAMBRE: Government-commissioned report says Belgium's main steel producer must cut its workforce by 35 per cent to 14,650 to remain viable. **Back Page**

HOUSE OF FRASER plans a "substantial slimming down" of the Army & Navy Store in Victoria Street, London. **Page 4**

MONTEDISON, Italian chemicals group, is to ask shareholders to approve the issue of up to £400m (£175m) bonds to reduce debts and provide cash. **Page 29**

UNITED NEWSPAPERS raised its offer for Benn Brothers, business magazines publisher, to £15.8m, topping the rival bid from Emtel by £3.9m. **Page 24**

WOLVERHAMPTON and Dudley Breweries raised pre-tax profits 14.9 per cent to £5.4m in the half year to March 31. **Page 24**

Thatcher tells voters to banish Marxism

BY MARK MEREDITH AND PETER RIDDELL

MRS MARGARET THATCHER last night told voters they had the chance to banish the "dark, divisive clouds of Marxist socialism."

In her first major speech since announcing the General Election date of June 9 last Monday, the Prime Minister told the Scottish Conservative Conference in Perth that it was "a historic election" because "the choice facing the nation is between two totally different ways of life."

She said: "And what a prize we have to fight for—no less than the chance to banish from our land the dark, divisive clouds of Marxist socialism and bring together men and women from all walks of life who share a belief in freedom and have the courage to uphold it."

Appealing, as in the 1979 General Election, to "people's hearts," Mrs Thatcher said people knew the Conservative way would produce results. "No glib talk, no gimmicks, no reckless expenditure, no false promises—just effort, inventiveness, quality, efficiency and reliability."

"In four short years Britain has recovered her confidence and self-respect," she said. The Conservative manifesto, due to be published on Wednesday morning, will concentrate on this ideological appeal to national destiny and the resolute approach but will be short of explicit commitments. On key areas of the Welfare

State and the privatisation of state industry there are likely to be merely general references to the desirability of increasing consumer choice and of encouraging private provision. This reticence is not only because of a desire to avoid arousing antagonism but also because ministers have not yet reached conclusions on many of the central policy questions. Including, for example, the extent of privatisation in the energy sector and the future of the Post Office.

A principal theme of the Tories plan early action on rate reform. **Page 4**
Foot speech and other election promises. **Page 5**
Politics today. **Page 22**
Lex. **Back Page**
Man in the News. **Back Page**

manifesto will be property-ownership, with the slogan "every man and woman a capitalist." This will be developed in references to the encouragement of employee share-ownership, greater involvement in pension arrangements and home-ownership. Mrs Thatcher attacked Labour for offering the most damaging programme ever presented to the electorate. In particular its policies on nuclear disarmament, council housing and using power for state industrial investment. She also attacked the Liberal-

Social Democratic Party Alliance, referring to SDP members in their former capacity as Labour parliamentarians who "destroyed our direct grant and grammar schools, who undermined respect for the family in the name of a misleading permissiveness and who nationalised still more of our industries."

"It would be the final irony if the votes they received this time were to put back into office the very party which they themselves had abandoned."

Mrs Thatcher confirmed the emphasis defence is likely to have in the campaign up to the June 9 poll. She said she did not doubt the sincerity of protesters at Greenham Common. She asked, however, if Britain were threatened by a hostile government, what would make that government pause—the renunciation of a means of national self-defence which the banners called for, or the swift and sure response of the South Atlantic just a year ago?

"And that is why on June 9 we will ask the people of Scotland and the rest of the United Kingdom to treat the nation's defence as the first call on the nation's resources."

She said the Labour Party wanted Britain to abandon an independent nuclear deterrent which had kept the peace for nearly 40 years, one endorsed

Two main Swiss watch makers set to merge

By John Wicks in Zurich and Anthony McDermott in Geneva

SWITZERLAND'S two leading watch-making companies—whose products are sold under the brand names Omega and Tissot, on the one hand, and Certina, Eterna and Rodo, on the other—plan to merge. The combination will create a rival to Seiko of Japan as the largest watch-making group.

The two groups, Société Suisse pour l'Industrie Horlogère (SSIH) and Asuag, have suffered heavy losses, as has the rest of Swiss watch-making, whose work-force was halved to little more than 38,000 between 1974 and 1982.

The global recession and increasing international competition are the main causes of the decline. The merger will probably entail a big injection of bank money. Bankers estimate the amount at several hundred million Swiss francs, and such an investment would probably be the biggest programme of its kind in Swiss industry.

The funds would not only meet present requirements, but also provide substantial reserves. It is understood. Total annual sales by the two companies are worth about SwFr 1.7bn (£336m). By late 1982, Asuag had 9,636 employees and SSIH 3,600.

Both companies have been in severe financial difficulties for some time. SSIH has already been the subject of a SwFr 300m bank rescue. Asuag announced this month that "reorganisation and restructuring measures" would be disclosed on May 26. Full details of the planned merger are expected for that day.

Asuag said that the operations and marketing of the two groups, like their brand names, would remain separate. The move has become necessary so as to retain competitiveness, regain shares on the world market and guarantee the

Continued on Back Page

£ in New York

	May 12	Previous
Spot	\$1.5690-5690/\$1.5675-5675	
1 month	0.25-0.30 dts 0.23-0.31 dts	
3 months	0.58-0.55 dts 0.59-0.56 dts	
12 months	1.40-1.50 dts 1.37-1.47 dts	

Boost for Mersey car workers

BY JOHN GRIFFITHS

CAR WORKERS on Merseyside received a double boost to their morale yesterday. Ford said its Halewood plant would start making five-speed gearboxes for the Escort—previously made only in France—from the end of this month. And Vauxhall told its 4,350 workers at Ellesmere Port that the plant now faces a bright future as a result of improvements to productivity and quality.

Both plants have been among the most strife-torn of all UK vehicle plants.

Only last month the 4,000 workers at Halewood's body plant returned to work after a month-long strike over the sacking of an employee for alleged vandalism. Ellesmere Port, however, has avoided major disputes since a 14-week strike in 1979.

Ford now discloses that it has been investing £1m at Halewood for producing the five-speed gearbox, which hitherto has been made only at Bordeaux.

Its introduction will not create more jobs, but it will end short-time at the Halewood gearbox facility and make the planned transfer of 300 men in the Escort body plant unnecessary.

Halewood already makes four-speed gearboxes for the Escort and the new Sierra model. Ford yesterday described the latest addition as "a coup" for the plant. The employees have earned the right to build them because of the high quality work they've been turning out, a spokesman said. Union officials believe Halewood stands a good chance also

of being awarded production of a five-speed gearbox for the Sierra within a year.

At Ellesmere Port, Mr Eric Fountain, Vauxhall's director of public affairs, said the workforce had increased its efficiency by 32 per cent over the past two years, matching Continental plants, as did quality. The standard of components produced at Ellesmere Port had recently been rated at the top for all General Motors plants worldwide during one of GM's regular assessments.

Predicting that further investment would flow into Ellesmere Port, Mr Fountain said: "There can only be one result—more employment."

One such investment is expected to be in production facilities for a replacement for the Astra model due at the end of next year.

Mitsubishi plans Scottish video plant

BY CHARLES SMITH, FAR EAST EDITOR IN TOKYO

MITSUBISHI ELECTRIC Company of Japan plans to start assembling video cassette recorders in August this year at a factory in one of the Scottish new towns, possibly Livingston, in Lothian.

Mitsubishi is in Scotland for discussions with local authorities. Mitsubishi said yesterday it planned to produce 35,000 sets from its new plant during 1983 and 60,000 sets next year. In the following three years, output would rise to 80,000, 110,000 and 120,000 units. Employment will start at about 20 and rise to about 160. The company says its Scottish factory will start with "primitive assembly" involving fitting into cases sets imported from Japan. The company aims, however, to achieve sufficient local content by 1985 to start exporting to other EEC countries.

Local content regulations for video cassette recorders have not yet been announced by the EEC authorities, but Mitsubishi is counting on a maximum of 45 per cent (the figure for colour TV sets). It claims that both European and Japanese VCR manufacturers would be unable to produce sets

JAPANESE MANUFACTURE OF CONSUMER ELECTRONICS IN UK

Company	Products	Location
Sony	Colour TV sets and tubes	Bridgend
Toshiba	Colour TV	Plymouth
Mitsubishi	Colour TV	Haddington
Hitachi (with GEC)	Colour TV	Hirwaun
Aiwa	Hi-Fi	Gwent
Matsushita (Panasonic)	Colour TV	Cardiff
Sanyo	Colour TV and, soon, VCRs	Lowestoft
JVC (with Thorn EMI and AEG-Telefunken)	VCRs	Newhaven

in Europe with a higher local content because of the lack of suitable components.

Mitsubishi had earlier said it would assemble VCRs at its existing colour TV plant at Haddington, but it appears that the unexpected rise in EEC demand has persuaded the company to decide on a separate operation. Mitsubishi's decision to accelerate UK production of VCRs comes amid growing dissent in Europe over the agreement to restrain voluntary imports from Japan reached in February.

The Japanese agreed to limit exports to the EEC in 4.55m VCRs a year including 600,000

knocked-down units for assembly in Europe.

The European market is dominated by the two Japanese firms—VHS and Sony's Beta. A number of European companies selling Japanese VCRs want to see the quota raised. At the centre of the debate is J2T, a joint venture between Thorn EMI, Telefunken and JVC which assembles VCR kits in Berlin and Newhaven. Inclusion in the overall quota of kits for assembly in Europe further discourages Japanese manufacture of VCRs in Europe. Profits are much higher on the finished products made in Japan.

U.S. recovery seen as 'patchy'

BY PAUL TAYLOR IN HOT SPRINGS, VIRGINIA

TOP U.S. business leaders agreed yesterday that an economic recovery was under way but added that it was "fragile" and "patchy". The possibility of continuing high federal budget deficits posed the greatest threat to the recovery at present, they warned.

Nevertheless they see corporate profits increasing by 20 per cent this year and 32 per cent next, because industry has cut its costs, wage increases have moderated, and productivity has improved.

This mixed assessment of the state of U.S. industry emerged from the bi-annual meeting of the Business Council, the influential industrial group comprising over 200 chairmen and chief executives of the larger U.S. corporations.

It is based on the latest economic forecasts prepared by a group of chief economists from the largest U.S. companies and endorsed by the Business Council's Executive Committee. Mr John Opel, chairman of International Business Machines (IBM), summarising the report, said: "The recovery has begun, but it is still fragile. It has not reached every sector of the economy. Many uncertainties remain: the federal budget deficit; interest rates which in major part reflect those deficits; consumer willingness to spend; the size and timing of a turnaround in capital spending; low exports and high unemployment."

While the industrial leaders are clearly more optimistic than they were six months ago, their report is peppered with qualifications. Among the other specific forecasts, made yesterday were:

● Growth: Real gross domestic production will grow by 2.6 per cent this year on a year-on-year basis and by 4.6 per cent in 1984.

● The council noted that the 3.1 per cent first quarter advance in gross national product largely reflected a slow-down in de-stocking and a rebound in home building.

● Inflation: Lower oil prices, reduced wage costs and consumer price resistance should keep the rate below 4 per cent this year and 5 per cent next.

● Interest rates: With inflation down interest rates should drop, but only slightly, the consensus

is that neither corporate bond yields or the U.S. prime rate will drop much further. The council predicts a prime rate at the end of this year of 10 per cent, and at the end of next of 10.5 per cent.

● Unemployment: this has fallen from 10.8 per cent to 10.2 per cent but further improvement will be slow because of the fragility of the recovery and because labour requirements have begun to rise.

● Consumer spending: after a slow start the council says con-

sumer spending should grow by more than 3 per cent in real terms this year and by 4 per cent next year.

● Capital spending: an excess of capacity is still depressing new investment and an upturn will lag the general recovery. Capital spending is forecast to increase 5 per cent next year, but even that increase could be wiped out by higher interest rates.

● Industrial production: this has risen 3 per cent over last November's low point and should grow at least 7.5 per cent at an annual rate through this year and next.

● Federal deficit: the council sees the deficit as the main constraint on the pace of the recovery. It suggests the government has underestimated federal spending next year by nearly \$30m, but says the recovery should help lift tax revenues and keep the deficit under \$200m.

A high return for those on high incomes

Save & Prosper Sterling Deposit Fund provides a high net return on capital (see table below), combined with capital security and easy access to funds.

The Fund currently invests in a broad range of Prime Money Market Instruments very near to maturity, so that the bulk of the total return comes from capital appreciation. Only a small proportion comes from income.

The table below demonstrates the advantage of capital growth over income for those on high incomes by showing the total annual return net of different rates of tax.

Income tax rates	Nil	30%	45%	60%
Sterling Deposit Fund (with no tax on capital gains)	9.8%	9.8%	9.8%	9.8%
Sterling Deposit Fund (with gains taxed at 30%)	6.8%	6.8%	6.8%	6.8%
Bank 7-Day Deposit Account	7.9%	5.5%	4.3%	3.1%

This table is based upon the 12 months to 1st May 1983. Future returns will depend upon market conditions. For a Prospectus and the latest available report please complete and return the coupon below.

STERLING DEPOSIT FUND

To: Save & Prosper (Jersey) Limited, PO Box 73, Dolphin House, Colchester, St. Helier, Jersey, Channel Islands. Tel: Jersey (0534) 73933.

Please send me a Prospectus for Save & Prosper Sterling Deposit Fund Limited.

Name _____

Address _____

Postcode _____

SAVE & PROSPER INTERNATIONAL

ICE CHANGES YESTERDAY
(see unless otherwise indicated)

ISES	FALLS
130 + 7	Esqr 10pc 57 A. 98.4 - 1
150 + 14	Treas 13pc 2000. 1181 - 1
208 + 13	Arlen Elec 305 - 10
235 + 6	Bellair Cosmetics 233 - 17
855 + 55	Hawker Siddeley 360 - 6
114 + 7	Heath (C. E.) 310 - 5
171 + 3	King and Shaxson 104 - 4
192 + 8	Reliant Motor 22 - 4
152 + 10	Royal Insurance 602 - 13
617 + 12	Sund Chartered 145 - 10
177 + 7	Stard Newspapers 243 - 12
103 + 8	Utd Newspapers 243 - 11
170 + 20	Vaux Breweries 243 - 11
410 + 10	KCA Drilling 40 - 3
69 + 6	NIM Hlds 383 - 8
155 + 5	

CONTENTS

Appointments	25	Gardening	11	SE Week's Deals	25	ANNUAL STATEMENTS	
Arts	20	Gold Markets	27	Stock Markets	25	English & Scottish	23
Books	22	How to spend it	29	London	26	Sears Holdings	25
Entertainment	21	Wall Street	28	Bourses	30	OFFER FOR SALE	
Finance	11	Leader Page	22	Trevel	11	Tyndall/Sun Belt	9
Health	11	Lottery	22	TV and Radio	20		
Collectors	21	London Options	25	UK News	35		
Commodities	27	Main in the News	34	Goneral	35		
Company News	24	Labour	7	Unit Trusts	28, 29, 31		
Country	20	Money Markets	27	Your Savings/Inv.	8, 9		
Economic Diary	23	Overseas News	2	Week in the Markets	6		
Entertainment Guide	20	Property	10	Base Rates	25		
European Options	25	Share Information	22, 33	Building Societies	34		
Finance and Family	7	Short	21				
PT Activities	30						
Foreign Exchanges	27						

For latest Share Index phone 01-246 8026

Early increase in mortgage rates unlikely

BY WILLIAM COCHRANE

AN INCREASE in mortgage interest rates is unlikely until well after June's general election, in spite of a Labour election that Britain's building societies are planning a rise as soon as the election is over.

The Building Societies Association yesterday disclosed better-than-expected receipts and lending figures for April. Mr Richard Weir, the association's secretary general, said it was "extremely unlikely" that we would make a change of interest rates at our June 10 meeting.

Net receipts of the societies rose to £433m in April from £397m in March, the first significant improvement since last October.

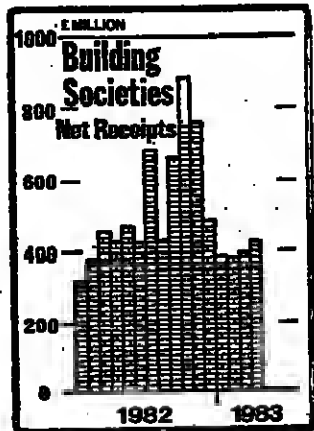
The gain came in a month when the BSA would normally expect to report a seasonal decline of about £80m.

The Association believes the 0.5 percentage point drop in bank base rates on April 13 is the main reason for the improvement.

Lending fell to £1.59bn in April from £1.91bn in March. The gap between the societies' borrowing and lending last month was only £260m, after adjusting for other components such as mortgage repayments.

The societies' liquidity ratio declined by only 0.1 of a percentage point last month to 17.9 per cent on a seasonally-adjusted basis.

"We can soldier on rather longer than we thought a month or even if nothing changes,"



Mr Weir said yesterday.

Mr Gerald Kaufman, Shadow Environment Secretary, was "almost certainly incorrect" in claiming in a speech prepared for last night that the building societies planned to put up mortgage interest rates soon after polling day, Mr Weir added.

The BSA is still concerned about the banks' rationing of, and in some cases virtual withdrawal from, mortgage business. "April receipts were still short of what we want, and some societies are rationing mortgage advances," Mr Weir said.

Borrowers were being asked to wait two to eight weeks longer for their loans, rather than by a mortgage queue which could imply the possibility of queue jumping, and some borrowers not getting loans at all.

CEGB 'does not heed polls'

BY A SPECIAL CORRESPONDENT

OPPOSITION to nuclear energy as shown in opinion polls was not a matter for the Central Electricity Generating Board, the inquiry into the Sizewell B pressurised water reactor (PWR) was told yesterday. Mr John Baker, the CEGB's leading witness, said public opinion was volatile and no adequate basis for reaching a considered judgment on long-term decisions.

Mr John Baker, vice-chairman of the Town and Country Planning Association, had suggested in Mr Baker that according to opinion polls a substantial

majority of people opposed nuclear power. Both the Labour and the Liberal Party had stated opposition to the American PWR and between 150 and 170 local authorities had declared nuclear free zones.

Mr Baker replied that it was for governments not the CEGB to pay heed to opinion polls. The board acted like a business man trying to carry out the wishes of the Government.

Public opinion, he said, was often based on misapprehension and when people were fully informed their opinions had been known to change.

Hunt case probe by fraud squad

By Clive Wolman

A TEAM of fraud squad officers is being set up by the Warwickshire police to investigate the affairs of the missing Warwick Investment manager and commodity speculator Mr Keith Hunt.

The case was described yesterday as potentially "one of the biggest and most complex ever forced out by a provincial force." Deputy Chief Superintendent Danny Wright said the direct assistance of the City of London Fraud Squad would probably not be enlisted to bolster his seven-man fraud squad team and his other officers who have experience of fraud.

The Director of Public Prosecutions contacted the Warwickshire police on Thursday after a meeting with Department of Trade officials who have been conducting their own investigation into Mr Hunt's 26 companies since mid-March.

Mr Hunt disappeared, four weeks ago after escaping from his staff in a car chase. Earlier he had been pressed by the Department of Trade to produce contract notes to prove that he had made the profits on his transactions in the futures markets as he claimed to his 2,000 clients. Mr Hunt claimed he had made an average annual profit of 88 per cent since 1978.

By yesterday, the team appointed two weeks ago and sent into Mr Hunt's offices to assist the Official Receiver in winding up Mr Hunt's chief companies was still unable to trace any evidence that Mr Hunt had been trading recently in future markets. Nor has any UK commodity broker produced records of dealings with him.

It remains possible that Mr Hunt traded through a nominee company on the U.S. futures markets, as he once claimed.

A petition to wind up six of Mr Hunt's companies, including Exchange Securities and Commodities in which most of his clients invested, is due to be heard by a court on June 13. Seven days later the Futures Index, a book-making company which allowed clients to place bets on economic indices, is also due to be wound up. The three licensed dealerships and the publishing company wholly owned by Mr Hunt have also ceased trading and are now being managed by a receiver.

Rise in vacant industrial floor space slackens

BY WILLIAM COCHRANE

THE AMOUNT of vacant industrial and warehouse property floorspace in England and Wales rose further in the four months to mid-April, taking the total to 177.6m sq ft from 175.1m sq ft, says a survey published yesterday.

The rise, 1.4 per cent, is however the lowest since December 1978, says King & Co, industrial agents, which compiles the survey.

Mr Douglas King, senior partner, was optimistic yesterday that there would be some fall in the figures in the next four months, indicating a take-up of industrial floor space.

The rate of increase in available space coming on to the market reached an all-time high in the last half of 1980 when a 3.1 per cent rise on the previous four-month period was recorded.

The rate of increase 12

months ago was 8.9 per cent, falling to 5.7 per cent in mid-August last year and 4.2 per cent by mid-December.

The company said that with the economy at a pivotal point it took a consistent combination of higher take-up and lower new construction to make an impact on vacancy figures.

Of take-up, Mr King said: "Inquiries have approximately doubled over the past four months and we have seen the same sort of ratio on lettings and sales."

The report also notes that the number of buildings being built which will be available in six months has fallen by about 8.8 per cent over four months.

The delayed impact of the recession on the hitherto more protected South-East region, however, had now taken effect. In London and the Home Counties vacant warehouse space rose from 20.5m sq ft to

22.6m sq ft over the period and factory space was up from 33.9m sq ft to 37.5m sq ft.

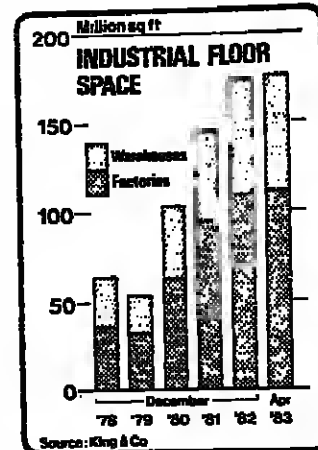
Mr King noted fewer landlords are using the ploy of roof-removal to avoid paying rates. This took 2m sq ft of empty space out of the company's calculations last year, particularly in Birmingham.

In the latest four months roof-removals took another 300,000 sq ft out of the game, he said, indicating an annual rate of about 1m sq ft.

He also said Birmingham had stopped void rates from the start of the new financial year so that the amount of available space on this account, in theory, could rise from now.

Mr King has long said that obsolete properties exaggerate the real amount of usable space on the market and that much of this redundant space should be demolished.

Yesterday he said tenants



moving to new buildings showed about 25 per cent of space could be saved, which would make considerable improvements in the national economy.

Tories plan early rates reform.

Page 4

Steady change to coal boilers

By Maurice Samuelson

BRITISH INDUSTRY'S switch to burning coal in its boiler instead of oil in line with Government policy will not reach its full momentum until the 1990s, but coal could account for up to 50 per cent of fuel for steam-raising boiler compared with 13 per cent at present.

These findings are contained in the first comprehensive survey of UK industrial boiler carried out by Mr John Cheshire and Mr Mike Robson of Sussex University's science policy research unit.

The report concludes that most industrial oil and gas boilers are not yet at the end of their working life and conversion to coal is being held back.

The present 9p per ther, price advantage of coal over oil is also insufficient to justify replacing worn out oil-fired boilers by coal fired plant.

Were this advantage to rise to 25p per therm by the year 2000, coal's market share could reach 45-50 per cent, raising the amount of coal used from 6.5 tonnes at present to 22.5 tonnes a year.

Mr Cheshire said in the NCE's Coal and Energy Quarterly that the move to coal will still need to be encouraged by the NCB, government and international assistance.

The survey of about 73,000 steam boilers in UK industry and commerce found that:

• Only 20 per cent of coal-fired boilers were less than 30 years old compared with 77 per cent of those fired by other fuels;

• The average of coal-fired boilers was 30 years, compared with 17 years for oil and 13 natural gas;

• Sixty-eight per cent of stock by number (and 70 per cent by capacity) comprises fired boilers installed in the last 30 years.

Insured under contract when slip signed, court rules

BY RAYMOND HUGHES, LAW COURTS CORRESPONDENT

AN INSURED person is bound by an insurance contract as soon as it is signed by an underwriter accepting part of the risk, the Court of Appeal declared yesterday.

In a ruling of considerable importance to the insurance community, the court held that there is no custom in the market to give an insured person an option to cancel an insurance "slip" or an amendment to it.

If an insured person were to have such an option, he would be in a "heads I win, tails you lose" relationship with his insurers, said Lord Justice Kerr.

As each subscribing underwriter signed the "slip"—a piece of paper that underwriters initial when they accept a proportion of a risk—a contract was created, binding both parties, the judge said.

The court overturned a decision of Mr Justice Staughton—

in the Commercial Court in October 1981—that the option existed, either as a custom and practice of the market, or for reasons of business efficacy.

The ruling applies to both insurance and re-insurance, and to marine and non-marine business, on the company market or at Lloyd's.

Lord Justice Kerr said it was clear that an underwriter was bound as soon as he signed a "slip"—subject to his liability being written down if the "slip" were over-subscribed.

The crucial issue was whether the insured person was bound to the same extent. The judge said that, in giving evidence about the alleged market custom, the expert witnesses had not had in mind the situation of a loss occurring before a "slip" was fully subscribed.

If the loss were fully covered, by the liability accepted by

those underwriters who had already signed, the insured person would not wish to exercise the alleged option.

The position would be different, however, in the case of an amendment, according to whether it increased or decreased the cover.

If the cover were increased, the insurer could hold the underwriter to the bargain; if it were decreased, he could exercise the option.

Lord Justice Kerr said there was no evidence of such a custom, and no reason to believe that the London market would accept the full implications of Mr Justice Staughton's conclusion.

Lord Justice Slade said that underwriters, valuing the goodwill of brokers, might well not stand on their strict rights but, as a matter of grace, might permit cancellation.

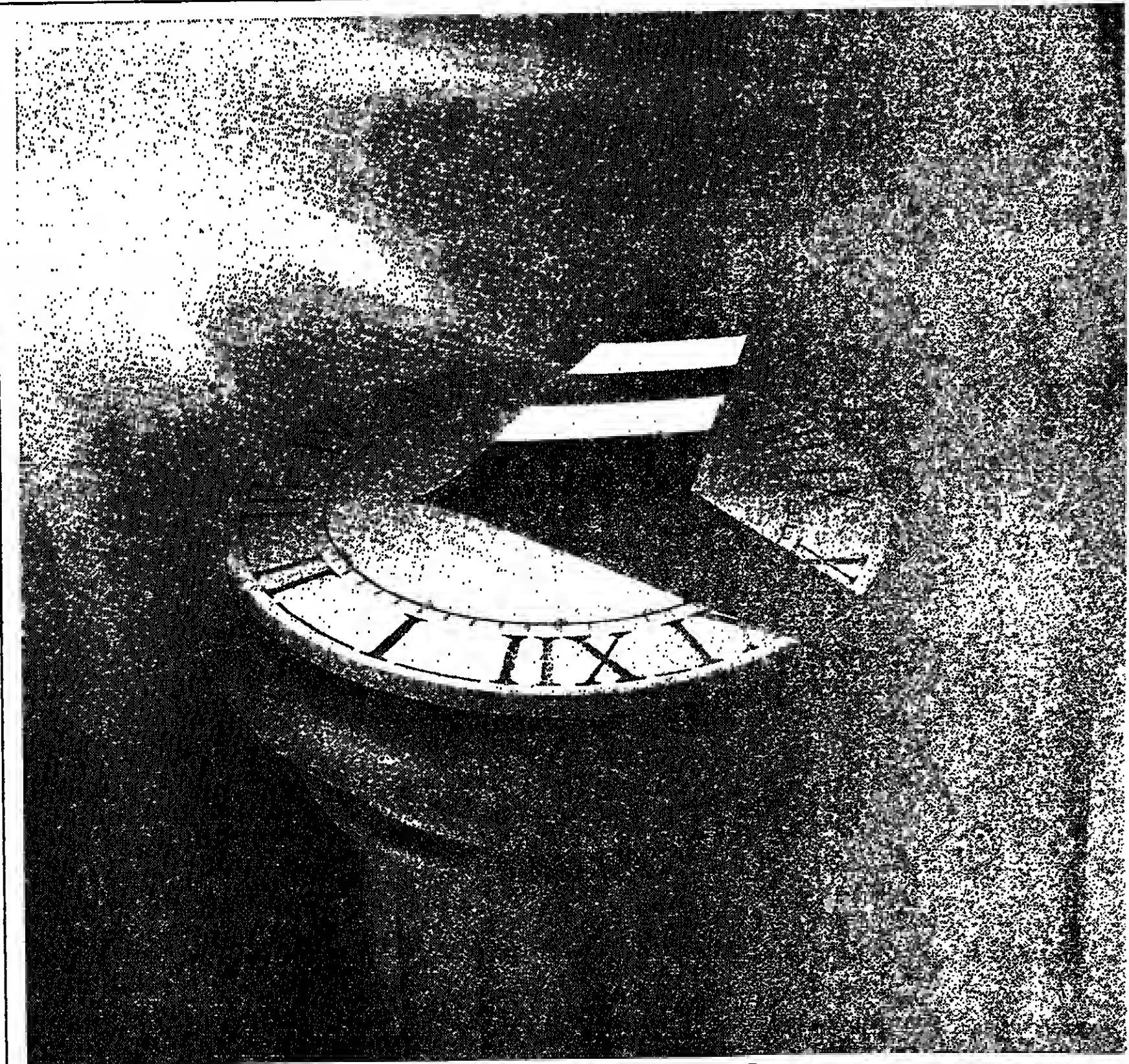
There was a world of differ-

ence, though, between a course of conduct followed as a matter of grace and one followed because it was considered that the parties had a legally binding right to demand it.

The Appeal Court's ruling was given when it allowed an appeal by General Reinsurance Corporation (GRC), which re-insured risks insured by Firstlingsaktieholaget Fennia Paik in connection with paper destroyed by fire in an Antwerp warehouse covered by specific reinsurance.

GRC, the first of 25 specific re-insurers, had initiated a retrospective amendment "slip" which, if binding, would make the specific reinsurers liable for FM 2m (£237,812) of the FM 27m loss, rather than FM 12m if the amendment were not binding.

The Appeal Court held that Fennia's purported cancellation of the amendment was not valid.



11a.m. every day of the year London to Hong Kong

As timetables go, ours is certainly memorable. Every day of the year at 11am, a Cathay Pacific 747 leaves Gatwick for the East.

Those passengers who leave us in Bahrain do so in time for dinner and a good night's rest.

Those who stay with us right through to Hong Kong enjoy the standards of service and comfort which prompted a leading travel magazine to vote us 'Best Airline to the Far East'.

For some, of course, Hong Kong is only the

beginning. For every week, one hundred and forty Cathay Pacific flights leave Kai Tak airport for a total of twenty-one Far Eastern destinations.

See your travel agent or call us on 01-930 7878 for full details of our daily service to Bahrain and Hong Kong. But don't expect us to send you our timetable. You're looking at it.

CATHAY PACIFIC
The Swire Group
THE REAL TRAVELLER'S WAY

BUILDING SOCIETY RATES

	Deposit rate %	Share accounts %	Sub'n shares %	% Others
Abbey National	6.00	6.25	7.25	7.25 1-year high option 7.25 6 years sixty pms 6.75 min. £100, 7 d. not. no int. lost
Aid to Thrift	7.00	7.25	—	—
Alliance	6.00	6.25	7.25	7.25 3 years Money Monthly £1,000 min. Interest paid monthly
Anglia	6.00	6.25	7.25	7.25 3 yrs. 2 mths. withdrawl. notice
Birmingham and Bridgewater	6.00	6.25	7.75	7.25 Extra Interest Shares
Bradford and Bingley	5.75	6.25	7.25	7.00 1 m. not. or on dem. (int. pen.) 7.25 High L. a/c 3 m. not. (no pen.)
Britannia	6.00	6.25	7.25	7.50 Option Bond, 7.25 2 mths. not.
Cardiff	6.00	7.00	7.75	—
Cardiff	—	7.50	—	* Share a/c bal. £10,000 & over
Calhoun	6.00	6.50	7.50	7.50 6 months' deposit, £500 min.
Century (Edinburgh)	6.50	7.00	—	8.00 24 years
Citisea	6.00	6.25	7.25	7.50 1m. wdl. (int. pen.) or 1 m. not.
Cliftonham and Gloucester	6.00	6.25	7.25	—
Cliftonham and Gloucester	—	7.25	—	—
Coopers Regeocy	6.00	6.50	8.00	7.50 3 yrs. Double Option ahs. 7.40
Coopers of London (The)	6.25	6.60	7.50	8.00 £10,000-£30,000, monthly income, 3 months' notice no penalty
Country Economic	6.00	6.25	7.50	7.75 4 yrs., 7.50 3 yrs., 7.25 3 mths.
Cyshire	6.00	6.25	7.50	6.75-7.35 (3 months' notice)
Dorchester	6.00	6.50	7.75	7.75 2 yrs., 7.50 28-day pen./notice
Dorchester	6.00	6.50	—	8.25 6 mth., 7.75 3 mth., £1,000 min.
Dorchester	6.00	6.25	7.25	7.25 Extra Interest Plus, 3 months' wdl. notice or loss of interest
East of England	6.00	6.25	7.50	7.00 1 mth. not., 7.25 6m. 3 m. yr.
Hempstead	6.00	6.25	7.50	7.75 3 yrs., 7.50 3 months
Hempstead	6.50	7.25	—	8.00 6 months, 7.75 3 months
Hempstead	6.00	6.50	7.75	8.00 6 mths., 7.75 28 days, 7.25 3 m.
Hempstead	6.10	6.35	6.60	—
Hempstead	6.00	6.25	8.00	7.75 5 yrs., 3 mths. interest penalty
Hempstead	6.00	6.25	7.25	7.25 HRAS, 7.00 E.L. a/c £500 min.
Hempstead	6.00	6.25	7.25	7.25 3 yrs., 7.25 3 months
Hempstead	6.00	6.75	8.50	7.25 1 mth.'s notice 1 mth. int. pen.
Hempstead	6.00	6.75	—	7.50 1 m. not. or on dem. (int. pen.)
Hempstead	6.00	6.25	7.50	7.50 3 yrs. (1.25 diff. gnld. thr'out)
Hempstead	6.50	7.30	—	—
Hempstead	6.25	6.55	7.55	8.00 28 days, 8.25 6 mths., £500 min.
Hempstead	6.00	6.25	7.25	7.50 3 yrs., 7.25 2 mths., 7.00 1 mth.
Hempstead	6.00	6.25	7.25	7.25 3 yrs., £500 min. imm. wdl. with penalty. Bonus a/c 7.00 £500 min. imm. wdl. with penalty
Hempstead	6.00	6.25	7.50	7.75 4 yrs., 7.25 28 days' notice, or on demand 28 days' int. penalty
Hempstead	7.00	7.25	—	7.25-8.25 00 share accs., depending on min. balance over 6 months
Hempstead	6.00	6.25	7.50	7.00 High int. sh. 7.25 Prem. share
Hempstead	6.00	6.25	7.50	7.25 3 yrs., 7.00 2 yrs.
Hempstead	5.75	6.75	8.25	7.25 7 days' notice
Hempstead	6.75	7.00	—	7.50 2 y., 8.00 3 y., 8.50 4 y., 7.25 Bns.
Hempstead	6.00	6.25	7.75	7.75 2 mths., 7.25 Flexi-Plus
Hempstead	6.35	6.55	8.05	8.40 5 yrs., 8.00 6 mths., 7.50 1 mth.
Hempstead	6.25	6.75	8.25	8.25 4 yrs., 8.25 6 mths., 7.75 3 mths.
Hempstead	6.00	6.25	7.50	7.25 Money Care + free life ins.
Hempstead	6.00	6.25	7.50	7.00-7.15 (1 mth.), 7.25 3 yrs.
Hempstead	6.15	6.25	7.50	7.85 3 mths., 7.25 1 m. (no penalty)
Hempstead	6.15	6.40	8.15	6.00-7.90 all with withdrawal option
Hempstead	6.25	6.50	8.00	6.75-8.00
Hempstead	6.15	7.15	—	9.15 5 yrs. term. Other accs. avail.
Hempstead	6.00	6.25	7.50	7.75 3 yrs., 60 days' wdl. notice
Hempstead	6.25	7.30	—	7.50 imm. wdl. 28 days' interest loss
Hempstead	6.00	6.25	7.25	7.25 60 days (int. loss)
Hempstead	6.00	6.25	7.25	7.25 Special Interest Shares 90 days' not. or imm. wdl. with 90 days' interest loss (min. £500)
Hempstead	6.00	6.25	7.25	7.00 imm. wdl. 28 days' int. loss
Hempstead	6.00	6.25	7.25	7.25 5 Star Bond min. £500, 2 mths. not. with pen., 7.25 Golden key imm. wdl. 28 days' pen. interest

LABOUR

PEACE FORMULA FACES REJECTION AT MASS MEETING

Timex sit-in set to go on

BY DAVID GOODHART, LABOUR STAFF

THE five-week-old sit-in at Timex's Milton works in Dundee looks set to continue, despite a recommendation from national union officials that a new peace formula should be accepted.

The formula, which guarantees no compulsory redundancies for 90 days, was worked out after two days of secret talks between union leaders and Timex management.

It was immediately rejected by the Timex occupation committee because it failed to rule out compulsory redundancies. A full shop stewards committee meeting will take place today and its recommendation will go to a mass meeting on Monday.

Under the formula the company would reinstate all dis-

missed employees and adjourn the legal proceedings it has begun against the occupiers. There would be no compulsory redundancies for 90 days and employees previously declared redundant would be offered alternative work in the factory "probably on a short-term basis".

The occupation began in April over the 1980 redundancies announced last January after the loss of sub-contract development work on the Nimble three-dimensional camera.

More than 1,700 jobs have already gone through voluntary redundancy. Timex has said that the occupation threatens the future of the whole Dundee plant. It has also hit sub-

contract development work on the Sinclair Research Corporation flat-screen micro-television project.

The peace formula says reductions in the workforce "will be handled by voluntary means and natural wastage" but that clearly applies only for 90 days and is likely to lead to rejection of the formula at the mass meeting.

Mr Gavin Laird, general secretary of the Amalgamated Union of Engineering Workers, who led the union negotiating team at the talks, has stated that volunteers can be found for all the required redundancies and the union at national level is clearly keen to end the occupation.

Steel unions to resist Hartlepool mill closure

By Brian Groom, Labour Staff

STEEL WORKERS agreed almost unanimously at a mass meeting yesterday to fight British Steel's plan to mothball the Hartlepool plate mill with the loss of nearly 1,000 jobs, but a strike appears to have been ruled out.

The meeting urged full-time union officials to "protect the workforce, and their interests, using whatever means possible." Resistance will be discussed next week by the executive of the main union, the Iron and Steel Trades Confederation. However, the options appear limited.

More than 80,000 BSC jobs have been lost in three years without a fight as workers opted for attractive redundancy terms. The recent dispute over redundancies at Sheffield was the exception rather than the rule.

Mr John Lindehan, chairman of the Hartlepool shop stewards and ISTC's national president, said the plant had only seven days' working life left. He said the morale of the workforce was "very, very low," although there were hopes that BSC could be persuaded to think again.

Unions are willing to discuss a partial closure of the works, which is said to be losing £500,000 a month, but BSC says the indefinite closure is necessary because of continued weak markets.

Welsh protest

Robin Reeves, Welsh Correspondent writes: A meeting of workers at British Steel's unit sweeney and pipe company subsidiary, near Swansea, voted yesterday to continue a fortnight occupation in protest at further planned redundancies.

Occupation of the plant began after the local management announced plans for a further 50 redundancies among the 200 workforce, because of a falling order-book. The plant, which only three years ago employed about 400 staff, makes tubes and other fabricated products for the steel and chemical industries.

Workers are demanding that further redundancies should be only voluntary. Last autumn, 46 workers were made redundant.

BL Systems seizes software from former staff

BY JOHN GRIFFITHS

BL SYSTEMS, the vehicle group's computers subsidiary, has seized "substantial" confidential software from the homes of three former employees who left the company last September.

The company, which has a £30m-a-year turnover, has obtained an interim High Court injunction restraining the three ex-employees from developing and marketing products related to the software. The injunction also restrains the company from using any work, based in a small shop in Woodstock, Oxon.

The material was seized following searches by company representatives on April 19 in the presence of High Court officials. Most of it is claimed to be related to BL Systems' See-Why computer modelling system, which won the British Computer Society's award for innovation in 1981.

The BL system has been bought by Ford Motor Company and ICL, among others, and is used widely by BL's vehicle manufacturing operations to model vehicle assembly, storage and similar operations.

At the same time, BL Systems has issued a writ against the individuals involved and the company, Insight International. It claims damages for alleged misappropriation of confidential information, breach of duty of fidelity, and breach of contracts of employment and conversion.

Company representatives armed with a High Court Warrant issued on April 15, the following day searched the home of Dr Edward Fiddy, BL Systems' former director of operations research. Dr Fiddy is now a director and major shareholder of Insight International. They also went

to the homes of Mr Jonathan Bright, a former area manager, and Mr Mark Elden, a former projects supervisor.

They went to the home of a fourth employee, who has not been included in the action.

Mr Geoffrey Parr, BL Systems company secretary and director of services, said yesterday that the company had seized client lists and a number of information-storing floppy disks. Solicitors for the two companies were negotiating over further materials, he added.

Insight International was moving its operations from a private house to the Woodstock shop on the day of the searches. The company is said to be preparing to launch products which BL Systems alleges could not have been developed without access to its material.

Tories plan early action on rates reform

By Robin Paisley

A NEW Conservative Government will force local authorities to stop levying rates on empty industrial premises and will impose a rigid limit on rate rises for a few high-spending Labour councils.

The measures will form the basis of early legislation if the Government is returned to office to back up what is likely to be a rather vague commitment in the Tory manifesto to reforming the rates and curbing the activities of prodigal socialist councils.

The moves are the result of Mrs Thatcher rejecting a Cabinet committee decision that nothing could be done about the rates as "wet" and taking over the chairmanship of the committee, Mrs 79, herself.

She had favoured a sales tax to supplement or even replace the rates, but this has been dropped as it could not be introduced soon enough and could be against EC rules.

Pushed to make quick decisions by the onset of the election, the committee has now decided:

● To take powers to allow the Government to dictate a rate level to any authority.

● To replace the discretion to derate empty industrial property with a mandatory instruction to do so.

● Not to proceed with plans for rate rebates for single people living alone.

● Not to change the basis of rates to capital valuations.

● There will be no reappraisal of the system of notional rental valuations.

● There will be no separate block grant for education and no part of education finance will be taken to the centre.

● Student loans will not be introduced yet, and vouchers are also "on ice."

● The Greater London Council and the six English metropolitan counties will, as expected, be abolished and an urgent report on the division of services among districts is being prepared.

● The Inner London Education Authority will be retained with all its members being councillors nominated by the 13 Inner London boroughs.

The move towards derating is a token of the Government's sympathy for non-domestic ratepayers, particularly in industry. Some recession-torn companies have taken room off empty premises during the past year to avoid rates.

The move to cap the rates of some councils is more controversial and is certain to provoke an outcry over its constitutional implications. It represents a triumph for Mr Leon Brittan, Chief Secretary to the Treasury, who has unsuccessfully proposed the idea in Cabinet several times before.

He has won the debate, largely because most alternative proposals have come to naught. It is an exceptional defeat for Mr Tom King, Environment Secretary, who has argued strongly against the change.

Other spending Ministers have also argued against it on the grounds that a rate limit might conflict with council's legal duty to fulfil its statutory obligations. The Treasury rejected the argument as unlikely to happen. Even if it did happen, it was argued, appropriate action could be taken at the time.

Treasury Ministers, who have long wanted centralised control of rates, preferably at their department, expect the sanction of a rate limit to be used in only a handful of cases—all Labour-controlled, high-rating cities such as Sheffield, Newcastle upon Tyne and Manchester.

The limit would be decided on the basis of several different criteria relating to past, present and proposed expenditure.

Fears of Gatwick skill shortage

BY BRIAN GROOM, LABOUR STAFF

AN INSIGHT into the kind of area which could suffer labour and skill shortages in a recovery is provided in a new study of the employment market around Gatwick airport in Sussex.

Unemployment there has recently been rising, but a return to growth could bring back problems encountered in the 1970s. The way these are dealt with will be crucial, the study says, especially when construction of the second terminal at Gatwick gets fully under way, creating extra pressures.

The Institute of Manpower Studies at Sussex University found that jobs at Gatwick grew

by half between 1975 and 1981 to more than 15,000. This was a major expansion in an area of low unemployment and persistent skill shortages.

With other employers also recruiting, a wider range of skill and other labour shortages developed in the mid-Sussex labour market, particularly in the engineering industry.

The study found that employers, education and training institutions, councils and labour market agencies had a high degree of inflexibility, so limiting employers' ability to respond to recruitment problems.

Unemployment has trebled to 7 per cent since 1979 but skill shortages could easily return, especially in the services sector, the study says.

It recommends measures including a local consortium to act on labour market problems; improved access to public sector and buffer stock housing for mobile recruits; transport policies geared to employers' needs; proved forecasting of skill needs.

IMS Report 66: IMS Publications Office, Monell Building, Sussex University, Falmer, Brighton BN1 9RF; £6.

Health unions in seats move

By Our Labour Staff

MOVES TO change the TUC health services committee's structure to give more representation to the two biggest health service unions are likely to be endorsed at the two unions' annual conferences over the next few weeks.

Both unions, the National Union of Public Employees and the Confederation of Health Service Employees, were outvoted at the end of last year's health dispute by smaller unions keen to end the dispute as soon as possible and to accept the two-year pay offer.

Job deals on technology

BY OUR LABOUR STAFF

MANY EMPLOYERS are refusing union demands for more pay and shorter working hours as the price for accepting new technology, but are agreeing to rule out compulsory redundancies.

This emerges from an analysis of 54 technology agreements signed by white-collar unions in the public and private sectors, contained in a report to be published later this month by the Institute of Personnel Management.

The IPM report finds that most agreements undertake to avoid compulsory redundancies and to refrain and transfer existing staff to other jobs as

they become available. Provisions on health and safety featured prominently, with about half the agreements providing for eye-testing of operators required to work with visual display units.

One recent report suggested that more than 200 agreements had been signed by mid-1982. The IPM believes technology agreements have been introduced in a minority of employment organisations.

"How to introduce new technology: a practical guide for managers," IPM, Camp Road, SW19 4UW; £5.95 plus 32p from May 19.

"Mr. Foot's defence policy would bring rejoicing only in the Kremlin"

"... a cut-and-run election"

MICHAEL FOOT

MARGARET THATCHER

"... the sterile squabbling of Labour and Tory"

ROY JENKINS



The words are already flying, and as the election campaign gathers momentum, headline-grabbing phrases will dominate the media.

But with the Tory and Labour parties taking more opposing positions than in recent years and the Alliance challenging for the middle ground, the real importance of who forms the next Government must not be missed.

IN NEXT WEEK'S FT

- ★ Extensive reports on the campaign as it develops.
- ★ Profiles of key constituencies.
- ★ Reports on key politicians (not just the Leaders)
- ★ Full text of Tory and Labour manifestos (the Alliance's was in the FT yesterday)
- ★ Chris Dunkley reviewing TV's election coverage

Calm, in-depth analysis by our Political and Parliamentary staff each day

Malcolm Rutherford ● Margaret van Hattem
Peter Riddell ● Kevin Brown
Ivor Owen ● John Hunt

Headlines are not enough

NO FT... NO COMMENT

Three officials given senior Treasury jobs

By Robin Paisley

APPOINTMENT of three new deputy secretaries was announced by the Treasury yesterday, the latest in a series of changes since the department's most senior jobs were reorganised recently with Mr Peter Middleton promoted directly from Deputy Secretary to permanent secretary—the most important job in Whitehall.

Mr Robin Butler, 45, is promoted to Deputy Secretary and will remain the Prime Minister's principal private secretary—a post he has held since last August.

Mr Peter Kemp, 48, head of the Treasury's central unit, becomes a Deputy Secretary responsible for pay and allowances. He replaces Mr Peter Le Chevalier, who is moving to the management and personnel office as second permanent secretary when Mr John Cassells leaves to become director-general of the National Economic Development Office.

Mr John Anson, 52, former economic minister with the British Embassy in Washington, becomes a Deputy Secretary (Industry) in the Treasury from Monday.

Army & Navy Store to be slimmed down

BY RAY MAUGHAN

HOUSE OF FRASER, the department stores group, moved yesterday to produce a better return on one of its principal high street assets with the announcement that it proposes a "substantial slimming down" of the Army & Navy Store, Victoria Street, London SW1.

In spite of its well-known name the store has never achieved an adequate profit on a site surrounded by offices, notably government departments, and has never been able to build up the important Saturday trade.

Its losses have ranged between £500,000 and £900,000 over the past four or five years. Mr William Crossan, Fraser deputy chairman, said yesterday the store lost about £700,000 last year.

Fraser proposes to apply to Westminster City Council for consent to change use which would enable the freeholder Electricity Supply Nominees, to convert the ground and basement floors to individual shop occupancy and the first and second floors to offices.

Fraser leases the 110,000 sq ft site on a five-year review period. The rent rose considerably last

year, Mr Crossan said, after the first review term.

The department stores group then plans to take further space in the 70,000 sq ft Army & Navy Store in Warwick Street, just to the rear of the main store. Fraser occupies the ground, first and second floors of these premises on which it owns freehold and would convert the third-floor space, used for administration, buying and other central functions, to department floor areas.

Mr Crossan indicated that some departments would not be retained on the smaller site. Some activities, such as television and radio, sold well in Victoria Street, he said, but other departments such as soft furnishings had not performed satisfactorily.

Army & Navy employs a total of 400. Mr Crossan hoped natural wastage would offset much of the "drum" of redundancies.

Prof Roland Smith, the chairman of House of Fraser, added: "I am determined to improve the profitability of our stores and am in no mood to continue with unprofitable or low-return activities."

The great cheque card fraud

The banks are trying to block a £20m drain. Alan Friedman reports

BRITISH banks lost about £20m last year through fraudulent use of the cards which guarantee cheques to the value of £50. Of this total, £17m-£18m of the losses hit the big four clearing banks.

The banks have been studying various ways to tackle the problem for months, through a sub-committee of the Committee of London Clearing Banks (CLCB). The options range from taking customers' fingerprints and putting them on cards, to advanced technological safeguards.

The most discussed option is to ask customers to let their photograph appear on the card but the cost and inconvenience, and infringement of personal privacy, are all stumbling blocks.

The CLCB study group has considered offering customers compensation for the photo-

for display of photographs, the £50 guarantee limit on the cheque cards could be increased.

A precedent for this is found in such other sectors as the rail industry, where students and pensioners have proved willing to have their photos on cards, if offered an incentive, namely fare discounts.

The main clearing banks have mixed feelings about raising the £50 limit. Customers might be allowed to write two £50 cheques but, in the words of one banker, "it's all up in the air."

Midland Bank took pains yesterday to deny press reports this week that the £50 limit

of an increase in the £50 limit is untrue. It is purely and simply speculation.

Mr Patrick Fraser of the CLCB also noted yesterday that "no decision has been made to increase the cheque card." He said the option of photos with higher limits was only one of several. A decision was unlikely before this autumn.

Mr Fraser listed six ideas being studied. These include the photograph option as well as a customer's signature on the face of the card, covered by a laminated seal.

Another idea is to extend the telephone authorisation, developed for credit cards to cheque cards.

A mechanical means to verify signatures by optical light devices. A further consideration is to record physical characteristics of customers, such as fingerprints, on the cards.

The last, an innovative idea might be to hire more fraud investigators to track down criminal abuse of the cards.

One of the competitive pressures on the banks to consider raising the guarantee limit might be Midland Bank's launch of its Eurocheque service, which is designed for use abroad but also allows customers to write cheques in the UK for up to £75. The CLCB says that it is, however, any suggestion that it is planning an increase of the limit to £75 allowing two cheques at £50 seems more feasible to the committee.

The decision will emerge this autumn, but one banker now says "the odds of such an

action are

Minister warns Tories of complacency

By Our Parliamentary Correspondent

CONCERN is growing among leading Conservatives that the big lead shown for the party in the opinion polls could be creating dangerous complacency among supporters.

Mr Patrick Jenkin, Industry Secretary, last night gave a strong warning against "losing the election by accident."

Meanwhile electorates were stepped up with Michael Foot, the Labour leader, stressing that another four years of Tory rule would mean "the end of Great Britain as a great industrial nation."

Mr Leon Brittan, Chief Secretary to the Treasury, gave a promise that reduction in personal taxation would be a prime concern if the Government was returned to power.

Mr Jenkin told a Conservative meeting that with the Labour Party split on fundamental issues and support for the Social Democrats sagging, the firm measures of the past four years were beginning to pay off for the Government.

But he added: "There is a risk that if our supporters will take a victory at home and gleefully wait for the television results."

"That is the way to lose elections. The Conservative leadership from Mrs Thatcher

Labour Party warning for Livingstone's backers

By JOHN HUNT

A STRONG WARNING has been given by Mr Jim Mortimer, general secretary of the Labour Party, that Mr Ken Livingstone, the left-wing leader of the Greater London Council, will not be recognised as Labour candidate for Brent East even if he is adopted at a meeting of the local party next Wednesday.

Mr Mortimer said yesterday that whatever the local left-wing management committee decided, Mr Reg Fresson, the present MP for the constituency and a former Housing Minister, would be the official party candidate.

Thus, if local left-wingers persist in their attempts to adopt Mr Livingstone, the stage will be set for an interference battle which would be even more damaging to the Labour Party than the struggle over Mr Peter Tatchell at Bermondsey.

It raises the possibility of Mr Fresson fighting the constituency as the official candidate against Mr Livingstone as the choice of the local party supported by the far left. Such an outcome would be an electoral godsend to the Conservatives nationally.

It is still not clear whether matters will go that far. It is possible that Mr Livingstone will not accept the nomination

even if his supporters in Brent East choose him on Wednesday.

He has intimated that he will not stand against an official Labour candidate. Even in these circumstances the Conservatives can still capitalise on the situation in the next few days and present Mr Livingstone and his supporters as the real face of the Labour Party.

The row could drag on even longer if, as they have threatened, the Brent East party officials pursue the matter through the courts.

Yesterday Mr Mortimer insisted that Mr Fresson would be standing as the Labour candidate and he urged the party's supporters in the constituency to vote for him. If Brent East supported Livingstone they would be acting unconstitutionally.

Asked what would happen if the local committee persisted in selecting Mr Livingstone, Mr Mortimer replied: "That would be a matter for them. As far as the party is concerned Reg Fresson will be standing as candidate."

"I would hope there are sufficient of our colleagues in Brent East who recognise that the rules of the party must be upheld."

Mr Mortimer was adamant that the party rules clearly stated that the sitting MP could not be deselected once a general election had been called.

"The rule is quite clear," he said. "The national executive has no alternative but to act in accordance with the rules of the party. This is not a question of personal attitudes towards Mr Fresson or Mr Livingstone."

Maurice Samuels adds: Mr John Lebor, former Labour leader of Brent Council, has appealed to the national executive against his expulsion from the party by the local Labour branch.

Mr Lebor, 54, is a friend of Mr Fresson and has offered to support his election campaign "if required."

A party member for 20 years, Mr Lebor was expelled last week by the general management committee of Brent East Labour Party because of his outspoken opposition to a party candidate in the local government elections a year ago. Mr Lebor objected to the candidate's outspoken support for the Palestine Liberation Organisation and expressed a preference for the Social Democrat opponent.

Tory pledge on N. Sea royalties

By Ray Dafter, Energy Editor

MR NIGEL LAWSON, the Energy Secretary, said yesterday that a new Conservative Government would speedily reintroduce legislation to abolish royalties on newly developed North Sea oilfields.

The present Government had intended to scrap royalties—equivalent to 12.5 per cent of production—to speed the development of new fields. But there was insufficient time to push the necessary Bill through parliament.

Oil companies gave a warning that there could now be a delay in the exploitation of some small, economically-marginal discoveries which were about to be declared commercial.

Mr George Williams, director-general of the UK Offshore Operators Association—the representative body for major North Sea companies—commented: "We are sorry that this has not gone through in this session of parliament but we hope it will be introduced early in the next session."

Other tax concessions, including additional allowances against petroleum revenue tax, are being implemented as part of the Finance Act.

Dalyell 'vendetta' over Belgrano condemned

By IVOR OWEN

ALLEGATIONS by Mr Tam Dalyell (Lab, West Lothian) that the Prime Minister ordered the sinking of the Argentine cruiser, Belgrano, when she knew agreement was near on peace proposals initiated by the Peruvian Government, were rejected in the Commons yesterday, by Mr Cranley Onslow, Foreign Office Minister of State.

Thus reverberations from the most dominant event in Mrs Thatcher's four years of office continued until the stage was set for the dissolution of parliament and the formal opening of the general election campaign.

Mr Onslow accused Mr Dalyell of pursuing a "wholly disgraceful vendetta" against the Prime Minister in a manner which came perilously close to an abuse of the procedures of the House.

The Minister ended the final debate in the Commons by reiterating the Prime Minister's earlier statement in which she dismissed Mr Dalyell's allegations as "utterly ridiculous" and insisted that the Belgrano was sunk for military reasons.

He emphasised that news of the Peruvian peace proposals did not reach London until after the Belgrano had been attacked by the submarine Conqueror.

Mr Dalyell, the most persistent critic of the Government's handling of the Falklands crisis, contended that an interim agreement had been reached and approved in outline by Mr Francis Pym, the Foreign Secretary, who at the time the War Cabinet approved the attack on the Belgrano was in Washington maintaining close contact with Mr Alexander Haig, the then U.S. Secretary of State.

Mr Dalyell asserted: "What is quite clear is that no other British Prime Minister since Churchill would have acted in the way in which this Prime Minister acted on many occasions throughout the crisis."

He claimed that Mrs Thatcher had been guilty of "disgraceful personal conduct" and forecast that the sinking of the Belgrano would come to be seen as a disgraceful episode in Britain's history.

Had the agreement been approved, he said, Argentina would have withdrawn its forces from the Falklands and, in that event, the threat would not have been to the British task force but to the Prime Minister.

Mr Dalyell suggested that, when the history of the Falklands conflict came to be written, the complexities of the internal politics of the Conservative Party would be revealed, showing that at one stage Mr Pym had consulted Mr Edward Heath about the action taken by the Prime Minister.

"I believe that Mr Heath and the Foreign Secretary would have done the right thing by this country," he said.

Mr Onslow said he hoped that when the next parliament was elected Mr Dalyell would have had time to "come closer to his senses" and drop his stated intention to pursue the matter further.

Mr Onslow stressed that the first communication giving an outline of the Peruvian proposals reached London three hours after the attack on the Belgrano. They had not been the subject of any telephonic communications between London and Mr Pym.

Mr Onslow also maintained that there had been no such thing as an interim agreement on the Peruvian proposals. They had not been endorsed by Mr Pym and had not been submitted to the Argentine and British Governments for endorsement.

Mr Onslow questioned the "quality" of Mr Dalyell's motives and attacked him for failing to take account of the fact that the Belgrano had been sunk because it was a threat to the British task force.

MEP picked for Labour's safest seat

A WELSH EURO-MP, Mr Allan Rogers, has been chosen as Labour's candidate for Rhondda, the safest Labour seat, with a 31,000 majority at the last election. The seat became vacant on the death of the shadow Welsh Secretary, Mr Alec Jones earlier this year.

East End choice

Mr Peter Shore, the Shadow Chancellor, was last night confirmed as Labour candidate for the new constituency of Bethnal Green and Stepney by 52-7 votes.

Spice of life

Mrs Thatcher has become the first woman member of the Variety Club of Great Britain, following a decision at the club's international convention.

Terrorism plea

IRA TERRORISM could flare during the election campaign, Northern Ireland Junior Minister Mr John Patten, said yesterday. He appealed for extra vigilance during a Commons debate on the renewal of emergency provisions to combat terrorism.

Sell-out claim

The former Labour Minister, Mrs Barbara Castle, accused Mrs Thatcher of preparing a sell-out on Britain's EEC rebate on June 6. "The whole thing will be swept under the carpet until the general election is over," the Euro-MP said.

'People's package'

The Tory election manifesto "will offer the most attractive package of measures for working people ever put forward at a recent general election," Mr Walter Goldsmith, Director General of the Institute of Directors, said yesterday. It would offer a "true workers' charter—a people's capitalism," he added.

Steel questions Labour's readiness to quit EEC

By Our Parliamentary Correspondent

A FUTURE Labour government would not fulfil its manifesto pledge to take Britain out of the Common Market, Mr David Steel, the Liberal leader, predicted yesterday.

He said there were many companies in Britain producing goods aimed specifically at the European market.

Mr Enoch Powell, Official Ulster Unionist and former Tory Cabinet Minister, last night criticised the Government for remaining in the European Community and for its conduct of relations with the United States. He asked whether Britain was to be a nation in its own right, or the subject province of a continental state or the obedient servant and satellite of the U.S.

Mr Edward Heath, the former Conservative Prime Minister, who took Britain into the Common Market, came out with a strong defence of continued British membership. The overriding benefit had been that Britain's interest had been heeded and its voice, with those of its partners, had been heard in international negotiations. Had Britain been outside the Community, it would have been a marginal factor at best, he said.

European market. The large increase in unemployment which would result from withdrawal from the Community would be too high a price for Labour to pay.

Mr Steel also called for a

summit conference between President Reagan and Mr Yuri Andropov, the Soviet leader, aimed at merging all nuclear and conventional disarmament talks for top level discussions.

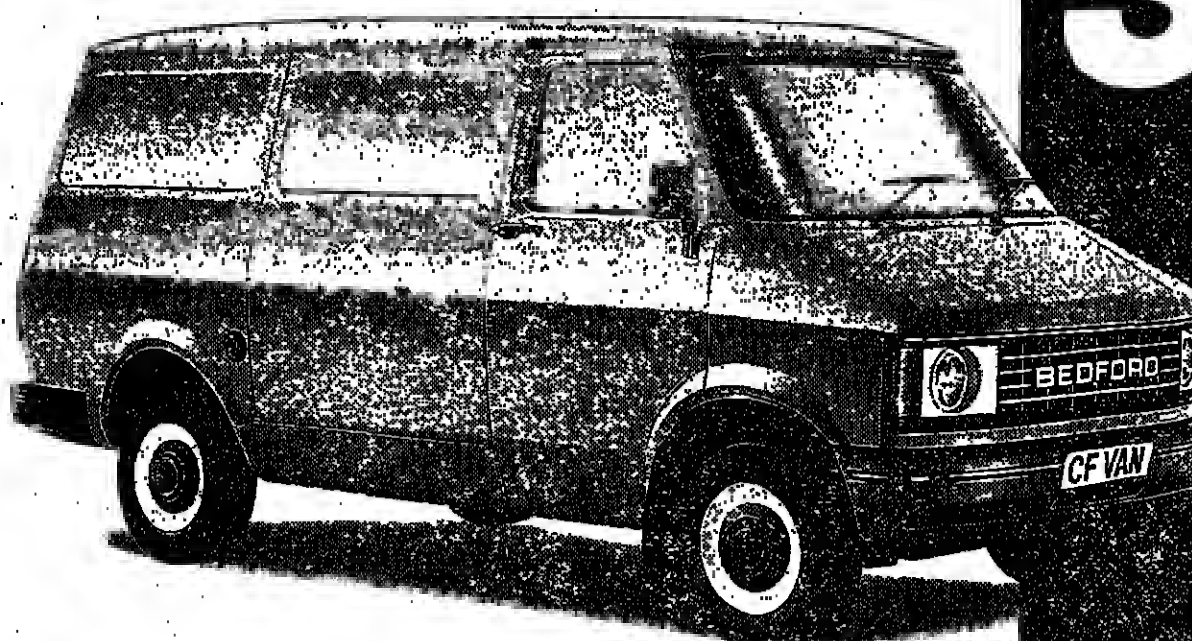
In addition, he made clear that the Alliance manifesto, published on Thursday, would form the basis of any discussions with the Conservatives or Labour if the Alliance came second or third in a hung parliament.

Mr Steel recalled that Mr Roy Hattersley, Labour's home affairs spokesman, had said he was against withdrawal from the EEC, but that he would accept his party's manifesto commitment. Mr Steel thought this was a "most irresponsible attitude."

"Labour would not pull out of the EEC if they were elected, whatever their manifesto said," he added. Mr Steel was speaking in an interview on the Jimmy Young show on BBC radio.

He was very cautious when asked about nuclear disarmament—a difficult question for the Liberals because many of their supporters are unilateralists. Mr Steel said he was against unilateralism, but he firmly believed there should be no cruise missiles in Britain. That could be avoided by stepping up the pace of the disarmament talks.

He respected the views of the Greenham Common peace women, but said there was no point in having one-sided disarmament.



THE 1983 BEDFORD CF.

The Bedford CF has always been one of the most practical load carriers on the road. Now it offers the kind of driver comfort that's hard to find in any other van. Because improving the van driver's working day is what we mean when we say - Bedford Means Business.

Up to 33% quieter.

Take a new CF on a test drive and you'll notice something missing. That familiar drone from the powertrain and rumble of the road which characterises other vans.

Because the Bedford CF now has liberal underbody seal (2½ kg per square metre) and revised suspension which cuts the noise level by up to a staggering 33%, it's one of the quietest vans in its class.

Smoother suspension.

You'll also notice that the new suspension gives a considerably smoother ride to make the new CF less tiring to drive - and easier on the cargo.

New seats.

The new driver's seat fully adjusts for height, front and rear leg room and backrest angle. The finishing touch is a new hard-wearing tweed trim that makes the Bedford CF an altogether better place to work in.



Practical design.

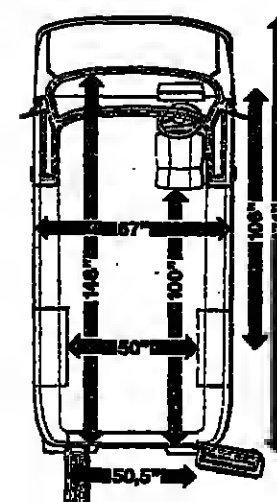
But we've left out none of the CF's practical advantages. The quickly removable front end still allows you to get at the engine without anything getting in the way to make maintenance easier and quicker.

Smooth it is. Noisy it isn't.

And the addition of maintenance-free electronic ignition makes the CF even more reliable and economical, which means lower running costs.

Our thorough anti-corrosion treatment (including zinc-coated front end steel; wax injected doors, sills and bonnet; underbody and wheelarches coated with bituminous deadener and then stoved) ensures a long-lasting smart look for the Bedford CF.

Finally, it's still the only British short wheelbase van that takes standard 8' x 4' panels flat on the floor between the wheelarches with both rear doors firmly shut.



Try it yourself.

So if you find yourself with a quiet moment, test drive one of Britain's quietest and most refined vans. The 1983 Bedford CF.

BEDFORD COMMERCIAL VEHICLES, BOX 3, LUTON, BEDS, LU2 0SY.

BEDFORD MEANS BUSINESS

For a CF Vans Range brochure, fill in this coupon and send it to Bedford Merchandising Service, FREEPOST, Central Way, FELTHAM, Middlesex, TW14 0BZ.

NAME _____
POSITION _____
COMPANY _____
ADDRESS _____
POSTCODE _____

THE WEEK IN THE MARKETS

Election decision upsets

The word had been that the London market had discounted the impact of a Conservative victory at a June General Election. The proof of that emerged soon after Mrs Thatcher returned on Monday from her weekend deliberations and announced the date as June 9. Share prices began to slip, and on Tuesday the FT Industrial Ordinary index looked set to show the sharpest single day fall since Mr Heath's government was ousted in 1974.

By 2 pm on Tuesday, the index was down 22.2 points but the chairman of NatWest, provided a steady influence, indicating that a further cut in interest rates might be expected soon. The index finished the day down 13.5.

The market's confidence in a Tory win declined even in the face of very favourable odds from the bookies. Traditional gilt auctions suffered from the uncertainty as funds were moved into index-linked Government stocks.

Activity remained in the doldrums for the rest of the week with only individual company results and deals providing the highlights.

London and Liverpool Trust, for instance, which had withdrawn its plan for screening football in pubs, was dealt some harsh treatment when a \$6.1m jump to full year pre-tax profits to £7.2m failed to meet top expectations and the shares fell 38p to 280p.

Fitch conundrum

The Monopolies Commission took the usual six months to let Linford know that it can make a new bid for Fitch Lovell—the last offer lapsed on the Monopolies reference—but after

LONDON

ONLOOKER

a week or so of confusing bidding and counter-bidding for Fitch's principal retailing operations it is most unlikely that Linford has a mind to launch another full takeover.

Rather, it has its eye on Key Markets, the chain of 106 supermarkets which constitutes Fitch's principal interest in the food retailing scene.

It is now beginning to look as though Linford will leave Fitch in peace to develop its food manufacturing and wholesaling divisions if Linford can add Key Markets to its own Gateway, Dee and Carrefour supermarkets.

The trouble is, from Linford's point of view, that Fitch already has a legally binding contract worth \$34.8m with another supermarket group, Safeway Food Stores, for a sale of Key Markets, subject only to the approval of Fitch shareholders at an extraordinary meeting.

Linford has since said that it will make a firm offer for Key Markets which will be worth \$3m more. Contracts offering exactly the same terms have been drawn up by Linford's legal people ready for signing if and when Fitch's shareholders turn Safeway down.

The critical shareholders' meeting takes place next Friday and it is up to Safeway to decide whether the undoubted scarcity value of a well-established, if not notably profitable, supermarket chain is worth an increase on its original bid.

Linford has, meantime, made

It perfectly clear that if Key Markets is acquired by Safeway, it will walk away from Fitch's manufacturing and wholesaling rump.

Fitch, then, is practically fire-proof. It can sell Key Markets to Linford, subject to the approval of shareholders on both sides, and reckon that the disposal will satisfy Linford's aspirations. Alternatively, it can accept any higher offer which Safeway would be prepared to make in the sure knowledge that Linford's interest in the rest of the business would promptly evaporate. It may be that Linford's \$37.8m offer is designed solely to knock Safeway out of the running and give Linford a clear shot at the whole group but that looks a sight too machiavellian even for the food retailing industry.

Trafalgar advance

Trafalgar House's interim figures showed a 21 per cent increase in pre-tax profits to £33.6m on turnover of £81.4m. The main thrust of the group's growth came from its construction division, whose 52 per cent improvement to £25.4m benefited from a strong overseas performance and the inclusion of the Redpath Dorman Long steel assembly company for the first time.

The results underline the timeliness of Trafalgar's decision to reduce its concentration on property development, where difficult trading conditions dragged contributions down by 37 per cent to £8.5m. However, a higher level of sales in the cards in the second half and property profits could well return to last year's—albeit depressed—level of around £20m.

An upturn in passenger shipping and the weakness of sterling against the dollar helped the shipping, aviation and hotels side achieve a 39 per cent increase to £5.4m. The recent acquisition of two passenger liners for \$73m should enable the group to take further advantage of the upturn in the luxury cruise market.

At the same time, cargo charter rates have been slipping since the start of the year and that market looks set to remain difficult throughout the second half. Despite the outlay on the liners, borrowings should continue to decline in response to sizeable property sales and the receipt of advance payments on major overseas construction contracts. In the second half, at the year end, they stood at \$33.9m, 35 per cent of shareholders' funds.

MARKET HIGHLIGHTS OF THE WEEK

	Price	Change	1983	1983	
	y/day	on week	High	Low	
F.T. Ind. Ord. Index	671.7	-22.7	699.0	598.4	Pft-tg. finds markets nervous
F.T. Gold Mines Index	670.4	+14.8	734.7	531.5	Gold price/stock shortage
BOC	201	-23	232	170	Interim figures
Barr & W.A.T. A	118	+13	179	72	Return to profitability
Belgrave (Blackheath)	150	+94	150	12	Gomba stake arouses speculation
Bellair	233	+88	270	17	Renewed speculative demand
Benn Brothers	208	+15	218	96	Und. News raises offer
Camrex	43	+6	67	45	Bid from Kuberwald
Commercial Union	162	+8	165	124	First-qr. profits please
Davenport's Brewery	312	+42	317	208	Wolv. & Dudley holds 33%
Glaxo	855.0d	-37	990	625	Market trend/U.S. selling
Grattan	38	-10	86	48	Lack of support
Hawker Siddeley	360	-32	406	336	Easier market trend
London & Liverpool	230	-68	700	215	Preliminary figures
McKechie Bros.	117	-11	137	99	£10.23m rights issue
Royal Ins.	502	-28	245	425	Disappointing first-qr. figures
Rustenburg Platinum	595	+75	405	352	Recent rise in platinum prices
Sabina Inds.	155	+40	190	13	Encouraging drilling report
Steetley	182	-27	221	146	Referral of bid
Transparent Paper	49	-19	53	24	Bid approach

Assuming the construction side maintains its lively growth, a 14 per cent increase in group taxable profits to £75m looks possible in the current year. The interim dividend was raised from 3.5p to 4p.

Insurers recover

Two major composite insurance companies, Commercial Union and Royal Insurance published first quarter figures this week. Both showed a reasonable improvement on the first quarter of 1982 when the savage winter decimated profits. Commercial Union was near the top end of market expectations at £14m compared to a loss of £1.7m. Royal Insurance—up from a £3.5m loss to a £9.2m profit—was towards the lower end of the range.

Both have gained from a growth in investment income. Royal Insurance managed a 62 per cent increase in revenue from this source which compensated for an indifferent underwriting performance in the UK where profits were entirely due to the mild winter as opposed to any real growth in business. The U.S. continues to look dull and Royal lost ground in the first quarter.

Royal is pursuing a tougher line on underwriting is insisting on adequate rate levels. This is a sound strategy for the long run, but with such bleak market conditions in the U.S., in particular, it will depend heavily on investment income to better last year's £96.5m. Commercial Union has also changed direction in the U.S.,

raising premiums rather than going for out-and-out growth. The new strategy could show through more clearly as the year progresses depending in part (as with Royal) on the degree of improvement in the market, particularly the commercial business classes.

Canadian insurance business has shown an upturn for both companies. CU saw a marked improvement in its motor claims experience which helped cut underwriting losses from £7.5m to £1.3m.

Australia is also on the upturn in general insurance, though the bush fires will result in some extraordinary claims.

Commercial Union could make £65m for the year compared with £21.5m in 1982.

BOC declines

The recession has checked growth at BOC Group, the industrial gases concern. After a decade of firm advances in taxable profits, with the sole exception of 1980, the company looks headed for a small setback in the year to September.

When it reported half-time figures this week operating profits were down from £62.5m to £59.2m after higher depreciation. The contribution of associated companies was £2.2m better but lower inflation almost eliminated stock gains which added £10m last time.

This left the pre-tax total down from £46.6m to £36.1m (very much in line with market expectations on sales up 8 per cent at £326m). Forecasts for the 12 months are put at £100m

or less, compared with the record £102.6m for 1981/82.

The main problem areas in the half-year were metal welding gas, and equipment where the operating loss deepened from £100,000 to £31m, and carbon graphite and carbide products, which fell from £54m profits to a £3.4m loss, with demand for graphite hit by the recession in the U.S. steel industry where the products are used in electric furnaces.

A key offsetting factor was a 75 per cent profits rise in the group's international health care business.

Improvement in the second half will depend on the degree of the economic recovery in the U.S. where last year operating profits slumped from almost £54m to £28m while the contribution from European activities doubled to £51m.

Interest costs in the half year were little changed at £30.2m, but the group has been active in the bond markets in recent months, raising £210m in three such issues. This has helped convert short term borrowings into fixed rate medium term debt.

Despite the growth in borrowings, which with finance leases amount to over 67 per cent of equity funds, the capital spending programme is likely to be up from £175m to £300m in the current year. This will be helped by the strong cash flow which last time funded two-thirds of this expenditure.

Main focuses for spending will be the graphite electrode and needle-coke facilities in the U.S. and industrial gas plant in the UK.

Swifter profits?

NEW YORK

RICHARD LAMBERT

SHARE PRICES edged lower on Wall Street during most of this week, with the tone of trading each day being set very largely by the bond market. Although the latest economic statistics have been encouraging, hopes for a further cut in short-term interest rates have diminished somewhat in recent days, and the long end of the bond market is being held back by the Budget-making shambles down in Washington.

Wednesday brought news of a surprisingly sharp rise in retail sales during April and at Ford's annual meeting on Thursday, chairman Mr Philip Caldwell spoke of "a real possibility of a breakout in car sales." The company's third quarter production schedules are nearly 50 per cent above the 1982 level. Yesterday, the Business Council—a group of chief executives of blue chip companies—forecast that corporate profits would rise by 20 per cent this year and 22 per cent in 1984, which is a sharper rate of increase than many Wall Street analysts have been projecting.

The trouble with all this, say the bond market specialists, is that it reduces the pressure on the Federal Reserve to encourage interest rates to fall. Meanwhile, there appears to be a deadlock in Washington on efforts to agree a Budget for fiscal 1984, and in the words of yesterday's New York Times, there has been growing concern that "the discipline of a Congressional Budget process was breaking down."

In the equity market, the latest game is to look for shares, which—usually for good reason—have been trailing behind the bull market. For example, while the Dow Jones Industrial Average was slipping back for much of this week, some of the steels were performing surprisingly well. Bethlehem rose by nearly a tenth in the first four days of the week.

The oils, too, have been strong, helped in part by a circular from Salomon Brothers which appeared on Tuesday. This forecast a midsummer softening in the oil markets, but said that the impact on sector share prices would be limited.

More late in the third quarter of 1983 through the first quarter of 1984, firm oil markets should work in favour of oil equities. Salomon added.

However, other stocks which

have been lagging behind the market have been rising for no obvious reason at all. The price of Allis-Chalmers, the altim material handling and agricultural machinery group, jumped by nearly a quarter in the week following a lead during April in the price of International Harvester. American Motors has risen by roughly two thirds since the beginning of last month.

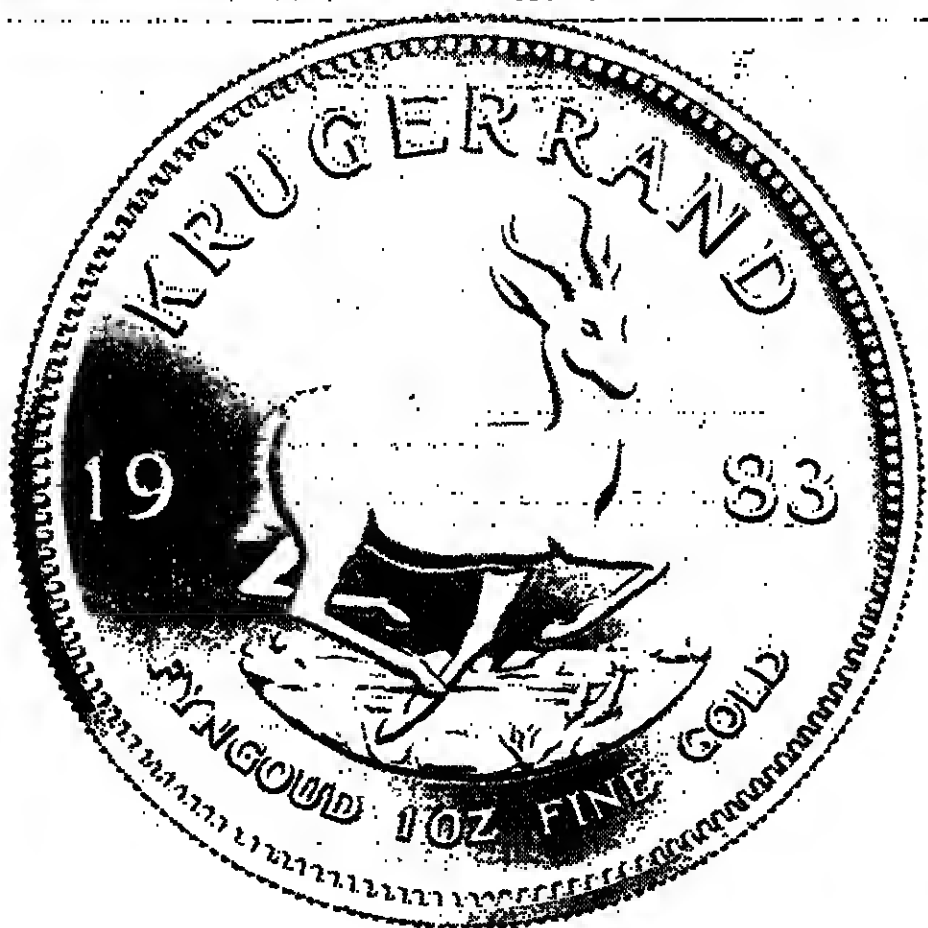
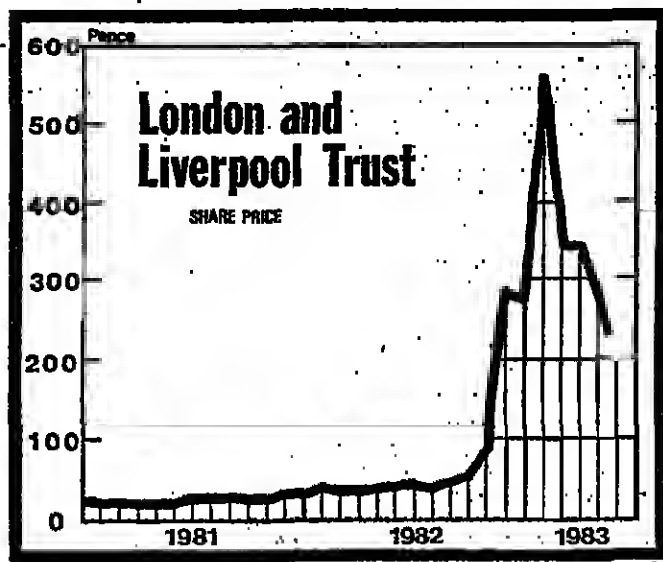
It's all part of what "Business Week" describes as a search for the son of Chrysler—the company which has come back from the graveyard to top the best performing league table since the start of the bull market. This is obviously a very risky strategy and may suggest to some that the market as a whole has become rather overheated.

Meanwhile, some of the high tech fans have been feeling the heat. Tektronix is America's largest manufacturer of CRT oscilloscopes (you know the things?). Its shares had been roaring ahead until a disappointing earnings forecast knocked them flat on Tuesday. Data General has been another big loser this week. It warned that profit margins would be under pressure in the third and fourth quarters of fiscal 1983, which is not what you want from a company that had been selling on a prospective price earnings ratio of maybe 25.

Elsewhere, the strong run in Walt Disney shares also came to an abrupt end. The company has been prospering in recent quarters, thanks to the great success of its new Epicent. But something Wicked This Way Comes. This is the apt title of a new \$22m movie produced by Disney, which by all accounts is a stinker. As a result, some kind of write-off seems probable during the current third quarter, and analysts—who had been projecting earnings per share for the year in the region of \$3.80 to \$4—have been shaving their forecasts by 30 cents a share or more. That would leave a prospective price earnings ratio of around 21.

By contrast, one group which appears to have exceeded most forecasts for the first quarter is the property-casualty insurance sector. But this seems to be more to do with a fall in bad weather claims from last year's exceptional levels than with any more fundamental turnaround, and the shares have done no better than the market.

MONDAY 1,228.23 - 4.36
TUESDAY 1,229.68 + 1.45
WEDNESDAY 1,219.72 - 9.96
THURSDAY 1,214.40 - 5.32

IT TRAVELS.
SOMETIMES IT SOARS.

For thousands of years, investors seeking the security of a completely international asset have turned to gold.

Gold is inherently secure. Its scarce. It lasts forever. Its portable. Its tangible. And it can be exchanged for cash in any currency in the world.

In short, gold is trusted worldwide more than any other investment.

That's why gold is such a telling addition to any investment portfolio.

GOLD FOR LONG-TERM AND SHORT-TERM GAIN.

Over the long term, gold has a matchless record as a low-risk investment—a store of value that has shown an upward trend over thousands of years.

Moreover, because it transcends national boundaries it is not normally affected by local economic or political uncertainties.

But there's more to gold's performance than just a rising long-term trend, as the table clearly shows. There have been sharp short-term fluctuations: times when you could have made substantial gains within a year.

GOLD IN YOUR HANDS.

The most internationally accepted way for private investors to hold gold is in

the form of bullion coins, the most popular of which are Krugerrands, with more than 38 million held throughout the world.

Buying and selling Krugerrands is a simple transaction through thousands of High Street banks, stock-brokers and coin dealers.

There are four coins to choose from, containing 1 oz, 1/2 oz, 1/4 oz and 1/10 oz of fine gold—in 22 carat form for greater durability. Their value is directly linked to the price of gold. The 1 oz coin is around 3% above the ruling gold price and—whether buying or selling—attracts a handling charge of 1-4%.

If you wish to buy and hold Krugerrands in the UK, 15% VAT is normally payable and not recovered on resale. But you have the advantage of a portable, immediately negotiable asset, close to hand.

GOLD STORED OUT OF THE COUNTRY.

Alternatively you can buy and store Krugerrands in countries which do not apply VAT—for example Luxembourg and the Channel Islands—or which exempt UK investors.

Clearly you forego the advantage of physical possession in the UK but you will

not have to pay VAT unless you repatriate your holding—in which case the tax is payable on the prevailing price of Krugerrands at the point of entry.

Investment abroad can be as easy as at home. You can deal either with the many UK dealers or brokers who have overseas facilities or direct with a foreign dealer or broker based abroad.

LONDON GOLD PRICES (Per 100 Fine Gold)						
	High	Low	Average	Settlement	Settlement	FT-1000 Index
1973	49.32	27.16	35.58	100	100	185
1974	84.19	49.60	67.83	171	116	107
1975	78.13	62.52	72.34	183	144	133
1976	84.55	58.41	69.34	175	108	133
1977	92.37	75.13	84.50	214	195	192
1978	116.78	86.00	100.65	254	211	217
1979	235.19	108.62	143.54	363	239	246
1980	371.06	215.58	263.74	606	282	271
1981	250.04	205.73	227.29	574	315	308
1982	283.21	172.23	215.67	545	343	334
1983	313.90	269.02	291.80	763	350	403

They will purchase Krugerrands on your behalf then issue you with a redemption certificate or receipt which is all you need to return when you want to sell.

WHAT TO DO NOW.

If you think the current environment makes gold a sound investment, phone Teledata (01-200 0200) for the names and dealing procedures of your nearest Krugerrand distributors. Teledata can also quote you the current gold price and approximate retail prices of all Krugerrands.

If you require a more thorough briefing, the International Gold Corporation have prepared a comprehensive 76-page publication, The Krugerrand Directory, containing full information on gold and the Krugerrand as well as the official procedures of over 7400 UK distributors. And it has a 24-page supplement, How to Buy, Hold and Sell Krugerrands Abroad.

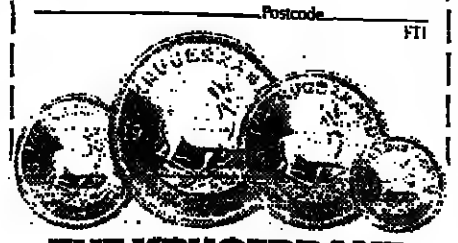
To order your free copy simply fill in the coupon below.

To: The Krugerrand Directory PO Box 422 London W1A 4ZP.
I am very interested in investing in Krugerrands.
Please send me a free copy of The Krugerrand Directory.

Name _____

Address _____

Postcode _____ FT1



THE KRUGERRAND
The Ultimate Asset.

INITIAL OFFER

M&G GOLD

The M&G Gold & General unit trust will invest for capital growth through a portfolio of gold mining shares based on South Africa, North America and Australia. An interest may also be taken from time to time in companies concerned with other precious metals.

Gold has been regarded throughout history as the ultimate measure of wealth and the ultimate hedge in times of uncertainty. The price of gold has been on an upward trend almost continually during the present century, accelerating in the past 20 years. There are of course reactions from time to time, such as the setback after heavy buying had taken the gold price up to \$850 in 1980; but these fluctuations seem to be only temporary interruptions in the long-term trend.

A well managed portfolio of gold mining shares tends on average to outperform the metal price, and it offers the additional advantage of a dividend yield. The estimated initial gross yield is 3 1/2%.

M&G have proved their expertise over recent years in the management of gold funds, largely through the medium of gold mining shares. The Group acts as adviser to a specialist overseas gold fund valued at approaching US\$30 million.

It is seldom possible to judge the best time for investing in gold shares, due to their volatility, but we firmly believe that they should form a proportion of the portfolio of every serious investor.

Unit trusts are a long-term investment and not suitable for money that you may need at short notice. The price of units and the income from them may go down as well as up.

Initial Offer During the initial offer period we are increasing the number of units allocated by 1% for investments of £2,500 and above. Existing M&G Unitholders will receive this extra allocation on any investment (minimum £500).

No acknowledgements will be issued, but Certificates will be posted on or before 30th June 1983. Once the initial offer has closed units can be bought or sold on any business day at the price then ruling by writing to or telephoning The M&G Group (Unit Dealing Department), Three Quays, Tower Hill, London EC3R 6BQ. Telephone: 01-626 4588.

FURTHER INFORMATION
Income units and Accumulation units are both available. Distributions for income units will be made net of basic-rate tax on 28th February and 31st August, starting with an interim distribution on 28th February 1984. Distributions are reinvested for Accumulation units to increase the value of the units. Holders of Accumulation units will receive an annual tax voucher starting in August 1984. Prices and yields will appear daily in the FT. Documents Unitholders receive: Unitholders will receive a registered certificate for their units, issued by the Trustee. Holders of both Income and Accumulation units will be sent a Managers' report every six months, including the latest investment portfolio. Management charges: A preliminary charge of 5% of the value of each unit issued is included in the price. The Trust Deed permits an

annual charge of 1% (plus VAT) of the value of the Fund to be deducted from gross income, but for the present the Managers propose to restrict this charge to 34% (plus VAT). Remuneration is payable to accredited agents; rates are available on request. Agents should ensure that during the initial offer period cheques are made payable for the full cost of the units since M&G will account for any commission owed in due course. Trustee: The Trustee is Lloyds Bank Plc. A copy of the Trust Deed may be inspected at the head office of the Trustee or at M&G's London office. Auditors to the Fund: Deloitte Haskins and Sells, Taxation: The Fund is exempt from Capital Gains Tax. Distributions on income units and reinvestments on Accumulation units are paid or retained net of tax at the basic rate. The Fund is a wider range security under the Trust Investments Act 1961, and is authorised by the Secretary of State for Trade. Application has been made to the Council of the Stock Exchange for the units to be admitted to the Official List.

M&G SECURITIES LIMITED,
91-99 NEW LONDON ROAD, CHELMSFORD CM2 0PY.

INITIAL OFFER

During the initial offer, which will close on 20th May 1983, existing M&G Unitholders will receive an extra 1% allocation of units. This extra investment is also available to non M&G investors of £2,500 or more.

The Managers reserve the right to close the offer at any time and you are recommended to apply as soon as possible.

To: M&G Securities Limited, Group Accounts,
91-99 New London Road, Chelmsford CM2 0PY.

Please invest £_____ in ACCUMULATION/INCOME units (delete as applicable or Accumulation units will be issued) of The M&G Gold & General Fund at 50p each (minimum investment £500). My cheque, made payable to M&G Securities Limited, is enclosed. Applications MUST INCLUDE CHEQUES.

Are you an existing M&G Unitholder? YES/NO

02 (MR/MRS/MISS) FULL FORENAMES

SURNAME

04 ADDRESS

POST CODE

SIGNATURE

DATE

Registered in England No. 90776
Reg. Office: Three Quays, Tower Hill, London EC3R 6BQ.
(This offer is not available to residents of the Republic of Ireland)

Member of the Unit Trust Association

THE M&G GROUP

THE MARKETS-2

They're at it again

THREE WEEKS ago I noted that copper prices were moving up in London as a result of Chinese buying which, at the time, suggested that the buyers were hoping to make a fairly short-term profit as they did late last year.

Well, they have been at it again this week, helping to push the price to a three-year high. And it is not only copper, but the Chinese are buying. They are also after aluminium, zinc, iron ore and rubber.

Furthermore, it is beginning to look as though the buying of copper is not merely a speculative operation but reflects a genuine consumer demand for the metal as in the case of iron ore and the other commodities.

At the same time, the Australian sharemarket has been caught on the hop by an influx of Hong Kong and other Far Eastern buying of the leading mining issues Down Under. It is all very interesting and what it means remains to be seen: one can easily put two and two together and make five.

However, it does suggest that the buyers, who tend to be shrewd, may be more confident of economic recovery than are the more cautious observers in the West. Despite the problems in Japan, a close eye should be kept on the East, as well as the U.S., for indicators of the progress of world recovery.

Not that the U.S. should be undervalued. Mr Pierre Gosselin, chairman of the major U.S. natural resource group, Amx, made some encouraging comments in his speech at the Goldsmiths' Hall in London on Thursday. He said: "The pace of recovery is, perhaps, more modest than we would wish, but there is no doubt that recovery is under way."

He pointed to the favourable

direction of most economic indicators in the U.S., increasing industrial output there and the beginnings of re-stocking in industry. He noted the growing strength in the housing and automotive markets and the sharp rise in March of orders for non-defence goods and machine tools plus rising output of business equipment.

The oil rig count for the week ended April 25 showed its first rise for well over a year and Mr Gosselin concluded: "If this upward trend continues, the metals industry will obviously benefit, although not immediately."

The message is, therefore, that while things are going in the right direction, shareholders in the natural resource companies may have to exercise patience for a while. Amx sharply reduced its losses in the first quarter, but Mr Gosselin said

per pound. The price is now about 83 cents and when Phelps is at full production of some 325,000 tons a year each 1 cent rise in the metal price produces some \$4.4m in net income on an annual basis.

While copper prices have responded to buying on the metal markets, production capacity is still far in excess of genuine consumer demand. On the other hand, low cost producers such as Phelps can still hope to do well as demand improves, because far higher copper prices will be needed to stimulate the development of new mines to meet future demand.

Most industry observers feel that because of enormously high capital costs there will be no more really big mines developed over the next few years. Instead the accent is going to be on the small- and medium-sized operations that can be brought to production with less capital and give a much quicker return on investment.

Mr Munroe has said that although earlier estimates of the growth of copper demand have been lowered, he still expects it to rise at about 2 per cent a year through this decade. In the case of nickel, which has also been in a particularly hard phase, the world's two leading producers, Inco and Falconbridge, both expect a rising demand this year.

To sum up, therefore, the improvement in prices of base metal shares generally seems to be soundly based on a long-term view. What remains to be seen is how sound is the recent advance in metal prices which are running well ahead of genuine consumer demand at the moment. It might be no bad thing if they now paused and consolidated their gains before late moving up again.

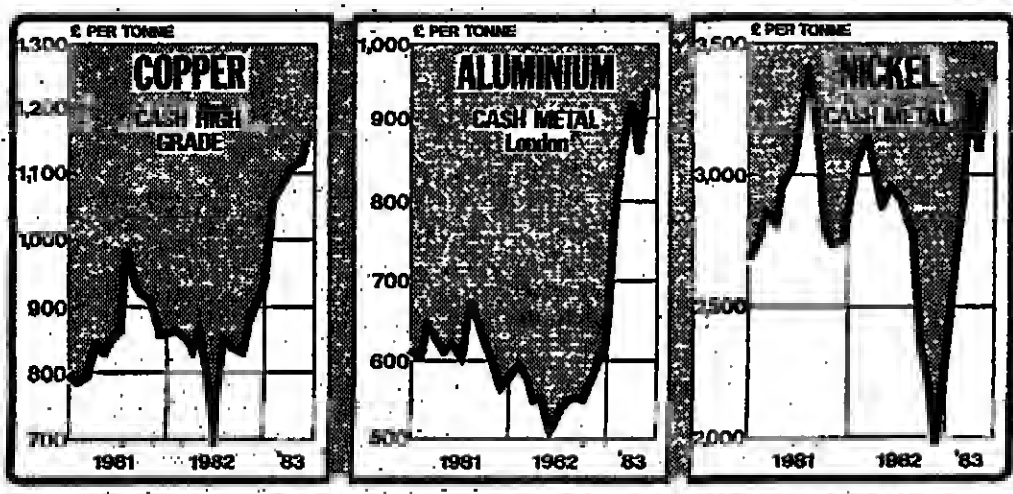
MINING

KENNETH MARSTON

was not to be drawn on when the company will be back in profit, although this could happen before the year is out.

Phelps Dodge, the largest U.S. producer of copper which temporarily closed down all its copper mining operations in 1982—the worst year for the industry since the early 1930s—is also facing a slow haul to recovery, but it should be back in profit this year after a loss of U.S.\$3.9m (£2.5m) in the first quarter.

Mr George Munroe, the chairman, has pointed out that in the quarter the average price received for the company's resumed copper production was "substantially" below 79 cents



FINANCE AND THE FAMILY

Inherited war stock

BY OUR LEGAL STAFF

Under the will of Mr E my son acquired some 3½ per cent War loan, valued at £10,750. Some 20 months later he sold it for £14,000. Is he liable to tax on his gains?

No: a disposal of gifts which were acquired as legatees (or on becoming absolutely entitled under a trust) is outside the scope of CGT, by virtue of section 67(2) of the Capital Gains Tax Act 1979. So it does not matter whether Mr B died within 12 months of your son's sale.

Unit linked life insurance

I have recently sold Investment Trust Units acquired over a period of 14 years under a scheme incorporating life insurance. There was a Capital Gain and the company deducted 25 per cent of the Gain as "Provision for Tax on Gain." Is the Gain mine, to be added to my other "Gains" for 1982-83 for tax purposes? If so, what happens to the 25 per cent of Gain deducted by the Insurance Company?

From what you say, it seems clear that you have simply surrendered a unit-linked life insurance policy; you have never actually owned any Investment Trust Units. The 25 per cent deduction is simply an element in the calculation of the surrender value, in accordance with the terms of the policy (which you have presumably read). The surrender may produce an income tax liability for you; the statement which accompanied the insurance company's cheque should make the position clear.

Avoiding a tenancy

I refer to your reply to me published on April 9 under the heading Avoiding a tenancy. I don't want any argument with my friend's son, to whom I let the grazing rights, and wondered if you thought that as I had, by carrying out so many varying acts of true possession, including pruning and grafting the apple trees and gathering the apples, that any Court could say that the son had full legal rights and that he could order me off. Incidentally I don't know if the law has changed but with regard to your remark that no Ministry permission is needed, I think it was so on May 14, 1965

which is the date of the signature (on behalf of Minister of Agriculture) of a Notice of Approval to Land being let on an annual tenancy or on a licence. Could I please have your further opinion?

If the land were let for grazing only, or a grazing licence granted, there would be no difficulty about entitlement to enter to prune fruit trees and gather the crop. However we are rather concerned at your last paragraph which suggests that in 1965 you may have let the land on a tenancy which was not restricted to grazing or mowing; for only the fuller form of letting would have required consent. If there has been a letting which is not restricted to grazing or mowing it is quite possible that you have granted an interest which excludes you from entering on the land while the letting (or a renewal of it) subsists. All you can do is to rely on the history of what has in fact been done on the land over the last 18 years to show that there was reserved out of the demise a right for you to enter and tend the fruit trees. Provided that history can be established you should be able to maintain your right to enter for those purposes. If there was a written tenancy you would have to see what the terms of the tenancy agreement are.

Proceedings for possession

Your March 5 issue, "Finance and the Family," included an item headed "Proceedings for possession." This appeared to suggest that an owner-occupier should not assume he was able to recover possession of a room in his house that was let, since "It is likely that the lodger is a tenant whose tenancy is protected under the Rent Act 1977." I have been advised by my solicitor that the tenant of part of the house which I own and occupy is not so protected. Could you please clarify?

There is no reason to doubt the advice you have received. The observation to which you refer was added by way of caution because not all residential landlords can recover possession pursuant to Section 12 of the Rent Act 1977: thus tenancies granted before August 14 1974 and those where the original grantor (or an intermediate landlord) was not resident will

not benefit from this provision, nor does a tenancy granted to a person who was previously a protected tenant in the same building.

Avoiding rights of way

A private access road whose use and upkeep we share with neighbours runs down the side of our garden and turns sharply along the back of the row of houses. In the angle is our garage, set back from our boundary, and in front of it a concreted rectangle, larger than a car, over which vehicles commonly encroach in cutting the corner and making three-point turns. We are anxious to ensure that neither the owner of the access road nor our neighbours should acquire adverse rights in respect of the concreted area, which is clearly shown on the deeds plan as belonging to this property. Is it necessary to obstruct the passage across the concrete by means of, say, a post and chains, or would it be sufficient to insert a marker between the concrete and the road along the boundary? From your description it would seem that there is no adverse possession of the garage concrete, but that there could be claims to prescriptive rights to easements if the practice of driving across the concrete continues for 20 years or more. To prevent this you would need to obstruct the passage physically; a mere marker would not suffice.

Returning from Zimbabwe

I emigrated from Zimbabwe and returned after 28 years to take up residence in the UK in November 1981. I declared and paid tax on unearned income derived from UK on income transferred from Zimbabwe during the financial year to 1982. Should I have paid UK tax on income transferred from Zimbabwe when I was a UK resident for only 41 months of the financial year? Can I reclaim a proportion of the tax already paid?

If you were resident in Zimbabwe up to October/November 1981, then you may be entitled to relief from UK

tax up to that time, by virtue of the Zimbabwe-UK double taxation convention of October 19 1982 (which takes effect retroactively from April 6 1981). We cannot give you a really helpful answer without precise facts and figures, but you could ask your tax inspector to revise your 1981-82 tax bill to take account of the Zimbabwe convention (S11982/1842), and also to let you have booklet IRI (Extrastatutory concessions) so that you can check the effect of concessions A11 and D2.

A personal pension

For some years I paid towards a personal pension scheme. I am a director in a company which has now introduced a contributory pension scheme. Pensions will be paid, starting at 60, at 40/60 of final salary. I have stopped contributing to my personal pension scheme, which is now frozen. What are the options now open to me regarding this scheme, and do the two pensions conflict in any way?

The maximum pension payable under your new company pension plan is 40/60ths of final salary starting at age 60. This is an Inland Revenue limit. In addition, however, the Inland Revenue permit a company plan to pay a surviving spouse's pension of two-thirds of your pension and to fund in advance for cost of living increases after retirement of 5 per cent per annum (or the rate of retail price inflation if this is less than 5 per cent). Pensions can be based on the average of the best three consecutive years of PAYE earnings in the last 13 but with the provision that in computing earnings in each of these 13 years you can increase the actual earned each year by a retail price inflation factor between the years in which the relevant earnings were received and the scheme retirement date (in this case when you reach age 60). In calculating your pensionable remuneration the taxable value of company cars, company BUPA schemes, etc. can be taken into account.

In calculating the maximum benefits permitted by the Inland Revenue, allowance has to be made for any preserved pensions under earlier schemes, any pension rights secured by additional voluntary contribu-

No legal responsibility can be accepted by the Financial Times for the answers given in these columns. All inquiries will be answered by post as soon as possible.

tions and any retirement annuity rights that you have secured as a result of self-employed contributions on which you have obtained expense relief. Normal practice would be for the Actuary to make allowance for such past benefits in calculating the contribution which he recommends that your employer should pay. If you are sure that your employer is paying the maximum permitted amount in order to provide the maximum overall pension package as described above then you might suggest that the Actuary is asked to calculate two contribution rates for your employer—the first being the contribution rate that would be required if you had paid no self-employed contributions in the past and the second being the lower contribution rate required by reason of the fact that you have already paid for a proportion of your own pension. If the difference between these two contribution rates were to be, say, 5 per cent, then you could reasonably point out that your company would have had to pay 5 per cent per annum more up to age 60 to provide you with a pension had you not paid these contributions in the past.

A non-resident interest

My daughter emigrated to America in 1965 and has since taken out American Citizenship, married an American citizen and made her permanent home in the U.S. She has recently inherited a small share in some land in England, of which she is now the mortgagee. She will receive mortgage interest of about £7/900 per annum. Will she be subject to UK tax on this interest?

Your daughter will be exempt from UK tax, by virtue of article 11(2) of the U.S.-UK double taxation convention of December 31 1975. She should write to the Inland Revenue Foreign Dividends Office, Lynwood Road, Thames Ditton, Surrey England KT7 0DP, for a form upon which to apply for the mortgage to be authorised to pay future interest to her without deduction of UK tax. Any tax withheld (before the exemption authority is issued to the mortgagee) will be refunded in due course.

The Current Account that's in your best interest.

You don't have to lock up your money in a building society or a bank deposit to earn good interest.

Now you can have immediate access to your money and immediate earning power.

Put your money into the new Britannia High Interest Current Account with Cater Allen Limited, Bankers, and you benefit from very advantageous Money Market interest rates. These rates will usually be higher than building society ordinary share and bank deposit account rates.

Here is the ideal current account for your own personal use, or for companies, trustees, solicitors, accountants, pension funds and charities.

You receive your own personal cheque book and paying-in book.

You receive a statement at the end of March, June, September and December.

You enjoy a safe and secure investment opportunity.

Up to 10.47%* Interest. Paid in full.

Doesn't it make good sense to earn high interest on your current account?

Now you can do this by depositing your money with Cater Allen Limited, a recognised bank under the Banking Act 1979 and a leading member of the London Discount Market Association. Cater Allen Limited acts as the principal and the Britannia Group of Investment Companies Limited, collects deposits as their agents.

The benefit to you is that the High Interest Current Account can be boosting your balance by up to 10.47%* per annum. This is a considerable amount, and unlike building society accounts where tax is deducted at source, interest is paid to you in full. The minimum initial deposit is £2,500. Further deposits, minimum £250, can either be posted or paid in at any branch of a clearing bank with your own paying-in book. Courts & Co, are the clearing agents.

A cheque book. And no bank charges.

You have no difficulty in withdrawing your money. With

your cheque book you can sign cheques for £250 or more, and the interest is paid up to the day before the cheque is presented to Cater Allen Limited. And with our account you don't incur any bank charges.

Benefit from a Monthly Income.

Interest is normally credited to your account every month. If you have a minimum deposit of £5,000 the interest you earn, or a fixed sum of your choice, can be paid away every month. (See Application Form).

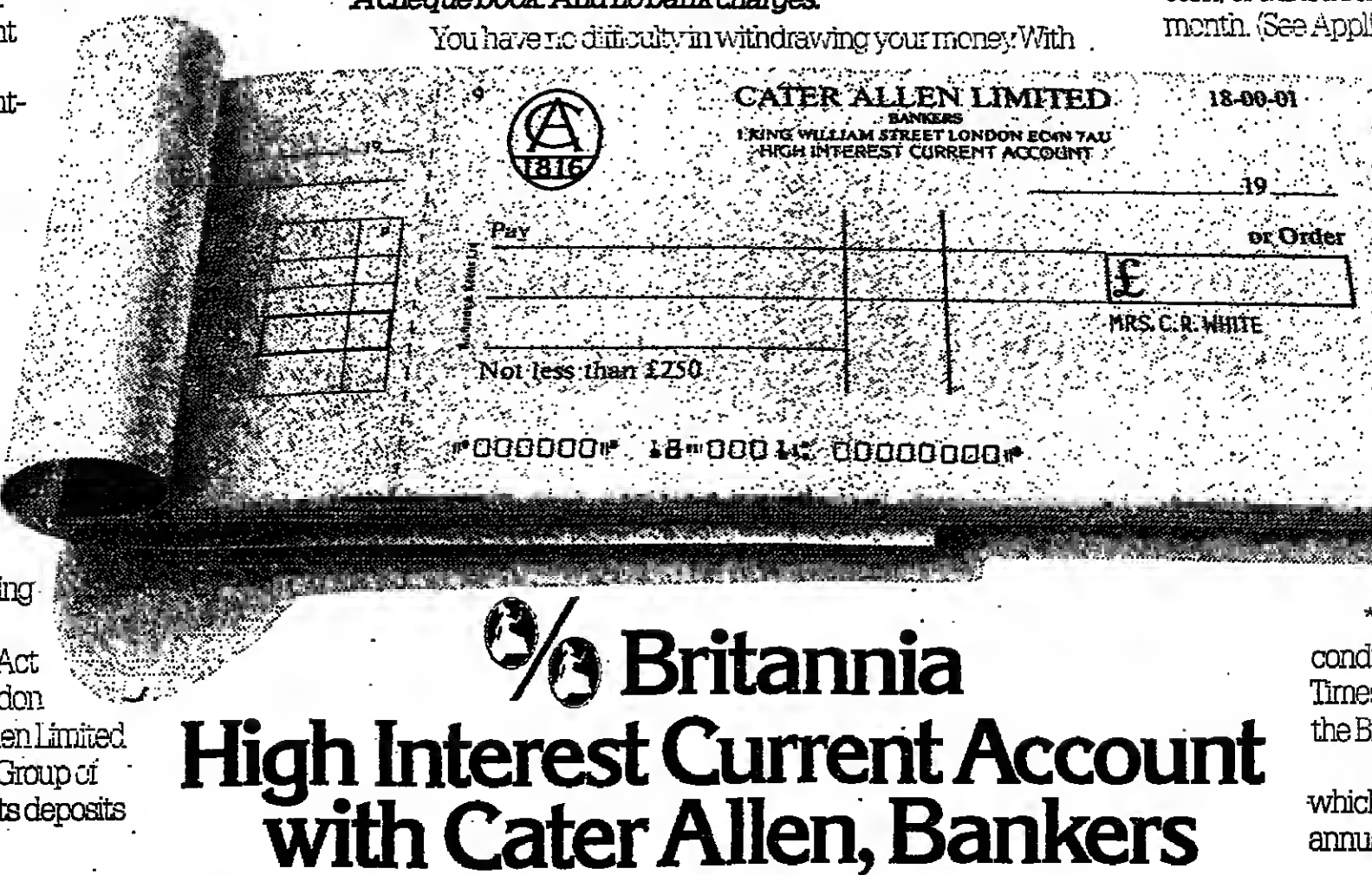
Open your account now.

You can open your High Interest Current Account today. Make your cheque payable to Cater Allen Limited, and post it together with the coupon below.

The Britannia Group of Investment Companies Limited manages over £1,200 million on behalf of 300,000 investors worldwide. The Group manages unit trusts, offshore funds, pension funds, mutual funds and private client portfolios.

*The daily rate of interest will vary with market conditions and will be published in the Financial Times, as an annualised compound rate, under the Britannia heading.

The flat rate as at 12th May 1983 was 10%, which, with interest credited monthly, means an annualised compound rate of 10.47%.



3/3 Britannia High Interest Current Account with Cater Allen, Bankers

TERMS AND CONDITIONS

DEPOSITS

1. The Britannia Group of Investment Companies Limited has been authorised by Cater Allen Limited, to collect deposits as agent. Cater Allen Limited, Bankers, accepts deposits as principal.

2. The minimum deposit to open an account is £2,500. Further deposits must be for at least £250. Cheques should be drawn on a bank in the U.K., Channel Islands or the Isle of Man, in favour of Cater Allen Limited. The initial deposit must be accompanied by a completed application form.

3. Deposits and notification of withdrawals received by Cater Allen Limited after 12 noon will be treated as if received on the next working day.

INTEREST

1. Interest will accrue daily and be credited monthly at a rate set by Cater Allen Limited, normally from the date of receipt in the case of current cheques and telegraphic transfers, and from the third last working day after receipt in the case of other cheques. The rate, as set by Cater Allen Limited, will be published in the Financial Times. No responsibility is accepted for any error in publication or non-publication. Interest will accrue up to the date that a withdrawal payment is sent by Cater Allen Limited, or until the working day before the date of presentation of a personal cheque drawn by the depositor.

2. Interest will be credited monthly on or on the earlier close of the account. Statements will be sent at the end of March, June, September and December or on closure of the account.

3. Depositors with a balance of at least £5,000 may elect to have their interest, or a fixed sum, paid every month.

WITHDRAWALS

1. Withdrawals must be of at least £250 and can be made by cheque or written request. In the latter case, Cater Allen Limited, will post a cheque normally on the working day after receipt of instructions.

2. Payment will only be made against cleared funds. No account will be permitted to be overdrawn.

3. Cater Allen Limited has the right to close any account at any time and to recall a cheque book. If a depositor's balance falls below £2,000 Cater Allen Limited reserves the right to credit a lower rate of interest.

4. In the case of a joint partnership, or trust account, Cater Allen Limited may, in the event of default by any party to the account, accept the signature(s) of the survivor(s) as authority for withdrawals.

By completing the application form, a depositor accepts these terms and conditions. Depositors authorise Cater Allen Limited to check details of accounts to the Britannia Group of Investment Companies Limited, and to transfer any funds through whom a deposit is made.

These terms and conditions are governed by and are to be construed by English Law. Cater Allen Limited reserves the right to amend these terms and conditions at any time.

APPLICATION FORM

To: Britannia Group of Investment Companies Limited Salisbury House, 31 Finsbury Circus, London EC2M 6OL. Telephone: 01-688 2777

I/we enclose a cheque for £ (minimum £2,500) payable to Cater Allen Limited, to be placed on a High Interest Current Account with Cater Allen Limited in accordance with the terms and conditions attached, which I/we accept. I am/we are aged 18 or over.

Full name(s): Mr/Mrs/Miss (BLOCK CAPITALS PLEASE)

Address

Daytime Telephone No. for confirmation.

Companies and other bodies will be required to complete a further mandate.

Please tick if applicable:
☐ Company ☐ Partnership ☐ Trust ☐ Club, etc. ☐ Personal representatives

SIGNATURE(S) (for joint accounts all signatories should sign).

Number of signatures (joint accounts only) required to authorise withdrawals and sign cheques is

Your initial deposit will be acknowledged after cleared funds are received. This is normally four working days after receipt.

Please tick for details of:
☐ Facilities for monthly payments (for accounts of £5,000 or more)
☐ Special facilities for deposits and withdrawals (for sums of £10,000 or more).

FT 14/5/83

YOUR SAVINGS AND INVESTMENTS-1



Spice of Life

LIFE INSURANCE companies have been relatively slow to move towards offering comprehensive financial planning, partly because they have been so busy devising new insurance products and partly because this might put them in competition with insurance brokers, from whom much of their business comes.

However, there are signs that times are changing. Leading the pack towards an integrated package of services is Hambro Life under the stewardship of chief executive Mark Weinberg.

His aim is to provide a comprehensive service consisting of insurance, unit trusts, banking and portfolio management. The emphasis is definitely upmarket and is backed by the belief that people will pay extra for the convenience of one-stop advice. While Hambro Life has opted to buy in expertise in the form of merchant bank Dunbar, which it recently acquired, other groups are taking the admittedly cheaper route of developing skills in-house and then supplementing these by forging links with other institutions.

Crown Life, for example, has teamed up with several banks including Barclays so it can offer loans to customers. Several insurance companies also provide a "free" direct advisory service of a general nature for clients. It is best to remember that all insurance companies have one main aim—to sell their products at a profit. So customers will undoubtedly receive advice with a strong assurance element.

It is also worth remembering that no company produces the market leader across the whole insurance spectrum. By going to an insurance broker you may end with a better deal for each individual piece of insurance.

Crown Life
Markets wide range of financial services direct to individuals including unit trusts, life products, self-employed pen-

sions and directors' pensions. Has arrangements with a number of financial institutions including finance houses, Barclays Bank and ICFC, so that customers can obtain loans.

Equitable Life
There are three financial planning managers with a total back-up staff of 18. The managers are located at Birmingham, London and the newly opened office in Epsom, Surrey. The company steers away from specific investment advice but will review an individual's overall affairs including tax, pensions and insurance arrangements. The advice is free but excludes areas such as National Savings, bank or building society accounts.

Hambro Life
Offers a range of products including life cover, single premium investment bonds, unit-linked endowments, long-term savings plans, mortgage protection, retirement annuities and pensions. Through the newly acquired Dunbar merchant bank clients have access to banking services including overdrafts, and private portfolio management. Later this year the group intends to launch a higher interest deposit account with an attached line of credit.

Pearl Assurance
Since 1978 the company has run a financial planning service under the title Futureplan. This is based at the company's London head office, although information is available from any branch.

The service, run by 18 specialists, is based on a detailed questionnaire designed to elicit a complete picture of a customer's assets and liabilities. This is used as the basis for more specific advice which can include life cover, pensions, National Savings, building society accounts and estate planning.

Rosemary Burr

William Dawkins looks at where top people keep their money

The Duke of Wellington banked here

IF YOU LIKE the idea of taking your money with a free pinch of snuff, signing your cheques with a quill pen and getting an exclusive and personal style of service with it, you might consider opening an account at one of the top people's banks.

With few exceptions, however, the basic financial services offered by up-market establishments like Coutts, Drummonds and C. Hoare are the same as those available at ordinary clearing banks.

But the way in which those services are performed—and the financial qualifications expected of account holders—are naturally rather different, although customers do not have to be immensely rich in all cases. Coutts in the Strand, bankers to the Royal Family since the reign of George III, is possibly the most up-market of them all. Its services do not come with the obvious array of archaic trappings offered by some of its competitors—although male staff do wear frock coats—but the standards it seeks are unparalleled. It seems almost in bad taste to mention that Coutts is owned by the less than exclusive NatWest Bank.

Past customers of the bank, established in 1692, include the Duke of Wellington, Charles Dickens, both William Pitts and sundry European Kings. The kind of customers Coutts likes to take on these days should earn or seem likely to earn at least £25,000 annually and have capital worth—at least prospectively—around £150,000. To avoid banking charges, current accounts must be kept an average of £1,000 in credit. Otherwise the cost is £10 a quarter plus 30p for each entry above 40 entries in a single quarter.

In return, account holders will have the close and undivided attention of a sympathetic bank manager—"but we're not a soft touch either," stresses Coutts. They will never have to queue for more than a few moments at any of Coutts' 11 branches. They receive fully detailed statements including the names involved in each transaction, and of course they get a Coutts cheque book with

its elegant copperplate lettering.

As an example of the care it likes to take of its account holders, Coutts prides itself on answering practically all letters by return of post.

There is the usual range of personal financial services and customers can also use their cheque books free at any branch of the NatWest group.

Julian Roberts, deputy managing director, offers no apology for Coutts' exclusiveness. "Of course we are selective. We don't pretend to be anything else. You should decide what area of the market you are in and stick to it, it seems to us."

But he emphasises that the guidelines the bank uses to accept or reject an informant. They may be relaxed, for instance for an applicant from a reputable school or university whose prospects may seem good. "We look for people who are going to establish themselves or are established in life," says Roberts. "Clearly, we would be quite willing to take on somebody who was about to inherit half Leicester-shire even if he didn't have a penny three-farthings to his name."

Coutts does not advertise for customers partly because it is already well known by the people it seeks to attract and partly because it feels it would be a contradiction in terms to add many to its present 40,000 accounts.

For quill pens and snuff, go to the Drummonds Branch of the Royal Bank of Scotland in Trafalgar Square. "We are very pleased to open an account for anybody," says Michael Leech, Drummonds' accountant.

The bank also claims to have the only drive-in cash desk in England. "There's no snuff at the drive-in, but if there was a demand, it could easily be arranged," says Leech.

Application terms and bank charges are exactly the same as for any other Royal Bank of Scotland branch, but Drummonds has a large aristocratic clientele—as well as a broad range of other social classes—some of whose families have



David Coutts

been with the bank since its foundation in 1717.

Like its parent, Drummonds returns all cheques with the monthly statement, but unlike the Royal Bank, it puts them in chronological order. When you visit its opulent Victorian banking parlour, the door will be opened for you by a messenger and you won't have to wait for attention. "Queues we abhor," says Leech.

Its more famous customers include George III, who late in his reign removed his account from Coutts supposedly because he disapproved of the radical politics of Thomas Coutts's son in law, Sir Francis Burdett. The Prince Regent also banked at Drummonds for a time, but changed to Coutts after Drummonds refused him credit at the request of George III, worried about his son's extravagance.

One of the peculiarities of C. Hoare, which has been in Fleet Street since 1672, and is the only family owned bank in the country, is that a very large proportion of its 10,000 customers never visit its two branches. Most are landed gentry or live overseas, although the bank also serves the nearby legal community.

There are no set rules to appraise potential customers.

But Henry Hoare, managing partner—the bank has had a partner named Henry Hoare for nine generations—says: "We don't open accounts without a fairly good reference, preferably from an existing customer, although it may be from somebody else of considerable standing."

Most customers must keep their accounts above an average minimum balance of £500, to avoid 25p per cheque banking charges, although exceptions are made for account holders under 21 and students under 25.

Hoare has no arrangement for free cheque encashment with other banks, although it is negotiating for one. Because of its customers' legal bias and geographical remoteness, Hoare specialises in banking for trusts and managing portfolios, a service it offers free.

For this reason, people who do not need portfolio management would be unwise to bank at Hoare's, unless their chief interest in banking is to have doors opened for them by men wearing swallow tail coats with brass buttons.

"If you look after people's stocks and shares for nothing, as part of the service, there is no point if they don't have any stocks and shares," says Hoare. Like Coutts, it does not advertise because most customers bank there by family tradition or have been introduced by other customers.

"We wouldn't necessarily turn anybody down because he doesn't have that much money," says Mr Hoare. "We would like to see if there is any point from their point of view in opening an account with us."

Indeed, most up-market banks would agree that personal style of service is the biggest advantage they can offer, apart from any individual specialities they may have. Most people, therefore, would gain little by moving upmarket if they have already built up a good relationship with their local branch of a big clearing bank. On the other hand, staff turnover at the smart banks tends to be very low, which means that the manager who gets to know you now will remain in touch with your affairs for a long time.

Unequal cover

THE ST GEORGE Assurance Company has launched a women's financial services division, staffed by a mainly female sales force, which "aims to dispel the theory that insurance is only sold by men and bought by men."

In the distinctly flowery language of its brochures St George, part of the National Mutual Life group, argues that "a woman is more likely to understand the needs of another woman and be able to translate those into meaningful packages."

The company has acquired the services of Rachel Heyhoe Flint, former captain of the England Women's Cricket Team, "to provide an individual within the organisation, with whom other women could associate and communicate."

Anne Gibbons, women's financial services manager at St George, is frank about what her company is offering. "Our product is not specifically for women," she said. "I would not be interested if it were because I want equality for women with men."

Keith Blundell, managing director of St George, confirmed this: "We have not produced special products. But in the company's view the best way of dealing with them was to recruit a team of ladies to talk to ladies about life assurance, savings and pension needs."

"When it comes to life insurance cover women benefit because of their greater longevity. A 30-year-old woman pays the same as a 26-year-old man and gets the same benefits for a lower premium. But when it comes to an annuity a woman will get lower benefit for the same purchase money. It is difficult to argue against the mortality tables."

Sickness insurance has proved the most controversial area when it comes to defining the position of the two sexes. Insurance companies argue their data shows women are more often ill than men so they pay higher premiums.

The Institute of Actuaries and the insurance companies are continually reviewing the statistics of death and illness, but no reason to change the basis on which premiums are calculated.

The latest information published by the Institute on individual sickness schemes covers the years 1972-75 and shows that in the 18 to 55 age group when women had a 66 per cent rate of sickness, the incidence among men of the same age was only 30 per cent.

The Equal Opportunities Commission, which has been monitoring the effectiveness of the 1975 Sex Discrimination Act, rejects strongly the insurance industry's assumptions.

There are a number of extremely fit women who never take a day off sick and they are angry that they are discriminated against. It is not true that all women are sicker than all men.

The commission not only contests the method used by the insurance companies, it also rejects their data. Its own figures, it claims, show absenteeism due to sickness is no higher among women than men, except in the case of long term sickness where men are more susceptible.

The commission has been successful in backing women against the insurance companies. In January 1982 the Prudential Assurance Company, Britain's largest life insurance group, admitted discriminating against a female customer over a sickness policy.

The Sex Discrimination Act allows an insurance company to provide lower benefits for women providing its calculations are based on reliable actuarial data. The Prudential admitted in court that under the policy in question the benefits had not been based on the right data.

The Prudential says that this case involved a short-term personal accident policy which was in the process of being withdrawn anyway but in January 1982 it cut the weighting on its policies for women from 50 to 30 per cent.

The commission, which wants the clause allowing discrimination on the basis of actuarial data removed from the Act, is now supporting a women dentist in her claim for equal treatment against another insurance company.

The commission's suggestion that an individual's profession should be the basis for assessing risk seems unlikely to find favour with actuaries.

"It could be done," said Mr Raymond Hayward, who is closely involved in the Institute of Actuaries studies. "But it would fragment the data. It is an horrendous job."

One insurance company which does claim to have launched successful policies for women is Languard Life.

"Our permanent health insurance policy offers equal terms to both men and women," said Mr Stuart Bartlett, the general manager. "It includes cover for all pregnancy and child birth related risks."

"The time span is a little short to start making extravagant claims—we started offering the policy in 1974-75—but our experience has been very good."

"We found no evidence that women suffer more permanent disability than men," he added.

St George admits that it is its marketing approach that is different and not the type of insurance it is offering although a quick reading of its brochures might leave the impression a major breakthrough had been achieved for women.

St George is no doubt right that many women would welcome the chance to discuss their insurance and savings needs with another woman but the real battle for equal treatment is only just starting.

Charles Batchelor

"We had a new product and a lot of faith."



We put both in Radio Times.

Stephen Wilson, Technics Organ Division Manager.

"In 1981 we took two colour pages, plus half-pages in black-and-white to list our dealers."

"The response was terrific."

"Then came 1982. And we found ourselves with our new memory-pack keyboard."

"This product, as the man who invented the wheel said, was revolutionary."

"We took a three-page colour ad in Radio Times in November."

"From then on every day was Christmas."

"In fact the result turned into a bit of a pain."

"We were cleaned out of our winter stock and most of our spring allocation."

"There we stood, thanks to Radio Times, in the middle of a world recession, with our organs going boom, boom, boom."



For further information, contact Head of Advertisement Department, BBC Publications, 35 Marylebone High Street, London W1M 4AA. Telephone: 01-580 5577.

Election tax muddle

THE ELECTION campaign has started in earnest, with Labour grabbing the opportunity to make it look as if it is forcing the Government to throw all its 1983 Budget proposals on income and capital taxes into the dustbin.

The fact that this is not the case has not detracted from the comic relief except for one group of people—anybody who has made a capital transfer since Budget Day plus those who might be leaving estate liable to CTT between now and election day.

The hiatus centres on the Finance Bill which has to be approved by Parliament before the Budget proposals take effect. This is a long, detailed and extremely tedious affair which had just begun when the election was called. To get the Bill through at all by the end of Parliament yesterday (Friday) opposition agreement is needed to cut the chat and pass clauses rapidly "on the nod."

The Labour Party refused on a series of clauses. This means that if the Tories win they will need a new Finance Bill to reinstate the lost clauses and if Labour wins they will not be open to the charge of retroactive legislation to remove the 1983 reliefs which they dislike.

The changes stop the 1983-84 increases in all but the basic tax rate bands so, for example, the 40 per cent tax band will still start at the 1982 level of £12,500 rather than the proposed £14,600. It stops the increase in the investment income surcharge from £6,250 to £7,100 and it stops the rise from £25,000 to £30,000 for mortgage interest relief, affecting about 150,000 mortgages.

None of this makes any difference for now. The Bill still contains enabling legislation to allow all the new tax codes and mortgage reliefs to stay in place until the end of August so nobody will notice any effect in their PAYE arrangements before then.

If Labour were to win and kept the changes which they have forced basic rate taxpayers with a £20,000 mortgage would be around £3 a week worse off. About 1m higher rate taxpayers would have to pay back the benefit of the 1983 reliefs.

For double average earnings—£17,000—a married man would have to return about £80 and pay £10 a month more; at £25,000 a year the same man would repay £200 and then pay £35 a month more; at £42,000 £400 will need to be paid back and the monthly tax payment will be £70 higher.

This is all possible under Britain's cumulative tax system where reliefs due to tax paid are for a financial year enabling increases or reductions to be made along the way, although it involves the complicated graph option. As a quid pro quo would be increased. "Any talk

Capital Gains Tax and Capital Transfer Tax payers benefit from the decision in 1982 to make automatic indexation of the exemption levels against the retail price index increases so the CGT exemption level will still rise from £5,000 to £5,500.

The CTT nil-rate band will rise from £53,000 to £58,000 but the budget plan was to "over index" this to £60,000; this last £2,000 and pro-rata increases through the bands are now lost.

The shared pooling arrangements for companies liable to CTT survived but the rest fell, meaning retirement relief giving an exemption of gains in the disposal of shares in a family company cannot be

doubled from £50,000 to £100,000.

CTT is the area where losses are most likely—some people have already suffered them if they have made transfers since Budget Day—especially as the new rate takes effect from April 6 1983 and not, as the Budget intended, March 15 1983.

The estate of anybody who dies before the election will suffer if the Tories return to power because the CTT payable will not benefit from the new post-election Budget.

So, comic as this has been, try not to die laughing.

Robin Pauley

DOES YOUR BROKER KEEP YOU IN TOUCH?

Our private clients receive a regular bulletin

- The May Issue Includes articles on:
- The Economy
- U.K. Gilts & Equities
- Overseas Markets
- Gold and Gold Shares
- Commodities
- Capital Conversion Plans

If you would like a copy contact J.O. Clarke

Simon & Coates

1 London Wall Buildings, London EC2M 5PT

01-588 3644

MEMBERS OF THE STOCK EXCHANGE

Buying or selling KRUGERANDS?

CALL THE GOLD & SILVER BROKER

24 HOUR SERVICE 01-523 5022

Free storage and insurance

Probably the best prices available today

SAVE 15% VAT

FINANCING

RJ Temple

(Previous Metals Ltd.)

Dunsmuir House, Mark Lane, London, EC3R 7AX.

UP TO 40% DISCOUNT ON SWISS FRANC INVESTMENT

Since February 1981 many of our clients have enjoyed over 40% growth from a unique fixed fund denominated in Swiss Francs—essentially the world's strongest EST INVESTMENT CURRENCY.

Now you can secure between 30% to 40% tax relief through a new pension fund.

For details please phone: 0756 52759

or write to: 1515 FINANCIAL SERVICES LTD, 4 Street St. Windsor, Berks SL4 1TG

Deposits of £1,000-£50,000 accepted for fixed terms of 3-10 years. Interest paid gross, half-yearly. Rates for deposits received not later than 20.5.83 are fixed for the terms shown:

Terms (years)	3	4	5	6	7	8	9	10
Interest %	10 3/4	10 3/4	10 3/4	11	11 1/4	11 1/4	11 1/4	11 1/4

Deposits to and further information from the Treasury, Finance for Industry plc, 10 Victoria Road, London SE1 6SE (01-528 7232 Ext. 367). Cheques payable to "Bank of England, of 1983"

Financial for Industry plc

Today's Rates 10 1/4% - 11 1/4%

Deposits of £1,000-£50,000 accepted for fixed terms of 3-10 years. Interest paid gross, half-yearly. Rates for deposits received not later than 20.5.83 are fixed for the terms shown:

A fourth option is to deposit—these are shown

Take an interest in country life

Court Barton, South Devon Between Salcombe and Thurlestone

For 24 years you can experience the happiness and enjoyment of holidays in a luxurious cottage in beautiful countryside near the sea when you invest in the Court Barton Property P.L.C. development. Prices are from £1,500 to £7,250.

Without the worry and full expense of owning and maintaining that cottage.

The beautifully converted period buildings with the benefit of private swimming pool, restaurant and bar, stables, sauna, solarium and tennis court are all maintained for you by the resident management company.

That's why this small imaginative timeshare development in Devon has won acceptance by numerous professional people who appreciate the benefit of a long-term holiday investment in a U.K. company which owns the freehold.

Of course, you may want a change from the sailing, riding, swimming, fly fishing, tennis, golf, shopping and walking at Court Barton. In which case you may exchange your holiday time for sailing in Europe, or sailing in the West Indies through membership of the RYA exchange system.

Inspections available: a one day helicopter visit OR an overnight or weekend stay in the cottage of your choice. Please advise convenient dates for inspection when applying for the prospectus.

For a copy of the prospectus, on the basis of which alone applications will be accepted, apply at any time to:

Court Barton Developments Limited,
South Huis, Nr. Kingsbridge, Devon TQ7 3EH.
Telephone: (0548) 561919-0 Telex: 42792

SAVILLS

Rolls House, 60 Miford Street, Salisbury, Wiltshire SP1 2BP.

No one can tax your happiness

SAVILLS

HAMPSHIRE 674 ACRES
Huslemere 3 miles. Liphook 3 miles. London 48 miles



DOWNLANDS ESTATE

Fine Georgian house with 4 reception rooms, 9 bedrooms, 4 bathrooms, 4 garages and outbuildings. Walled formal garden. Squash court. Staff cottage. Set in fine parkland. Former location of Downlands (Liphook) Horse Trials. 6 cottages (subject to service occupancy or let). 412 acres arable and pasture land with grain store and livestock buildings. 208 acres valuable woodland. Attractive lakes. For sale as a whole or in 4 lots with vacant possession by Private Treaty (subject to minor tenancies) MESSINGER MAY BAVERSTOCK, 8 Quarry Street, Guildford, Surrey. Tel: (0483) 572892 SAVILLS, Wessex House, Wimborne, Dorset. Tel: (0202) 887331

ESSEX 514 ACRES
Near Braintree
SCRIPS FARM
514 ACRES (203 hectares)
Valuable Agricultural Investment of mainly Grade II land. To be let to produce £25,700 per annum. For Sale by Private Treaty SAVILLS, 136 London Road, Chelmsford, Essex. Tel: (0245) 68111

20, Grosvenor Hill, London W1X 0HQ

01-499 8644

Your refuge in the Toscana

Residence Monastery Sangismondo

This monastery is situated in the heart of the Toscana, surrounded by untouched nature in a century-old cultural landscape. At an altitude of 570 m. on a gentle knoll, the panorama is dreamlike.

This Franciscan monastery is currently being completely restored under the supervision of the Siena Bureau for Historic Preservation. In this way 30 romantic, but also technically perfect apartments will be formed.

Sample prices: SFR 129,600... and SFR 236,000...

The monastery, church and service lodgings are all located in the 23,000 sq.m. parklands. At



Emerald Home Ltd
General Gursan-Quai 22 CH-8002 Zurich
Telephone: 01/201 67 63
Switzerland

CHAMPERY/VALAIS FOR SALE DIRECTLY FROM THE BUILDER LOVELY, NEW, TIMBERED CHALET

Living room with open chimney, equipped kitchen, wc, storage room, terrace, 3 bedrooms, 2 bathrooms, balcony, parking place and garage. Free for immediate occupation.

LAND: APPROX. 700 M²
Prices starting with
SFR 210,000
FINANCING AVAILABLE
May be sold to foreigners and
entered in the land register.
Information and visits
0104/25 81.32.54

AMERICAN EXECUTIVES

seek luxury furnished flats or
houses up to £350 per week.
Usual fees required.
Phillips Kay & Lewis
01-639 2245
Telex: 27846 RESIDE G

MUNICH

EXTRAV. LUXURY FLAT
Calm, resident area, 150 sq m
Indoor swimming pool, sauna,
garage - DM 620,000
Visit possible till May 28, 1983
Please Tel: (089) 89-931350
or write Box 78912, Financial Times

PROPERTY

The queues get longer

BY JUNE FIELD

WITH MORTGAGE queues lengthening again, buyers' chains are once more building up in estate agents' offices. "I cannot buy your house, because someone else does not have the cash for mine" is the refrain down the line.

It is not going to get any better for a while, with so many of the banks putting the shutters up on mortgage money, and the building societies accumulating growing waiting lists.

What a difference from a year ago when the societies were flush with funds and eager to fend off competition from the banks.

The slowing-up of advances has caught many estate agents by surprise and their turnover targets are down. Some of the properties they sold subject to contract two or even three months ago, are still waiting for contracts to be exchanged on them; in the main it is because each person in the chain is having problems getting the cash to complete.

All these properties appear to be effectively off the market, at the very time of the traditional spring upsurge of interest. That some sort of deadline date for signing should be imposed right from the start, would not seem to be unreasonable.

Bernard Thorpe and Partners, with its London and country offices, confirms this in its latest

Country Houses and Cottages For Sale, Throughout Great Britain, booklet, maintaining that it is often the wisest course to impose such a deadline.

In the introduction, the firm points out that if a buyer is to negotiate successfully for a property, he must be in a position to exchange contracts without delay.

The booklet says: "There are far too many applicants currently making offers for properties without having placed their own on the market for sale, or even having bridging finance arranged. Obviously when a vendor is given a choice between a cash offer, or one that is dependent upon the sale of another house, the advantage will be to the one with the finance available."

Bernard Thorpe's listing covers 132 properties in 17 English counties, plus some in Wales and Scotland. Prices range from £56,000 for a five-bedroom, two-bathroom village house on the Hereford/Great borders, to a 35-bedroom lake mansion with 20 acres near Ravensglass, Cumbria, at £385,000.

For a free copy write to David Parry, Bernard Thorpe, 1, Hanover Square, London, W1. All the properties are priced, and it would be the best value as the solid-looking, good-sized late-Victorian and Edwardian houses

— in Yorkshire, Sussex, Kent and East Lothian.

Going round some estate agents in the country over the weekend with friends, only in a very few offices were they ever quizzed about their status and ability to buy. One manager did ask: "Are you able to proceed?" — a sensible question.

"Have you got something to sell?" proved rather valueless. Upon being told, "yes," one negotiator's face took on a frosty "Why are you wasting my time?" look. But the qualification that they had funds available, and were not dependent on selling, produced the smiles again.

"We should take the trouble to ask more preliminary questions, but are often afraid of giving offence," one agent admitted. "In the old days demanding to know how much money anyone could come up with was hardly the done thing, of course. In these difficult times it is essential."

In one office a computer sat silent, gathering dust. Two properties that one machine did produce a print-out on, were found not only to have been sold, but already to have been new occupiers living in them.

Peter Coles, senior partner of Fox and Sons, had some harsh things to say about computers at a conference for estate agents the other week. "Personal



Manor Farmhouse, part Tudor and part Georgian, in about 1½ acres in the Hampshire village of Easton. There are 5 bedrooms, 3 bathrooms and a hard tennis court, and the guide price is in excess of £135,000. Details Janine Watson, Lane Fox and Partners, 34 North Audley Street, London, W.1. (01-499 4785), or joint agents Carter Jones.

service should be the watchword," he insisted, and said that if one of his competitors began using a computer, he would advise that his firm does not use one. (He was of course only referring to the office in his particular Fox partnership.)

"There are 200 estate-agency offices in Bournemouth alone, for a total of about 13,000 transactions a year. It is impossible to gain control of this market by computers or groupings or anything else."

Two letters in a recent issue

of *Chartered Surveyor Weekly*, put over a slightly different point of view. John Duffy of Haywards Heath, West Sussex, an associate of the National Association of Estate Agents, feels that the role of computers in estate agency have been misunderstood.

"A computer is a tool to increase efficiency and nothing else. To use it for any other purpose is to change the whole concept of estate agency as we now know it. Undoubtedly changes will come, but not as the result of computers."

P. A. Heppell of Lamb and Edge, chartered surveyors in practice for more than 100 years in Newcastle-upon-Tyne, is more than happy with the system his firm uses. Measured in terms of speed, efficiency and staff savings, it has been found, "very economic."

Economic and time-saving for vendors and purchasers too, one hopes. If only the machines had a licence to print money—to help pay for some of the properties that are being fed into it.

Guides to catching the elusive salmon

FISHING

JOHN CHERRINGTON

THE SO-CALLED sin of envy is probably the greatest single incentive in human progress. Without it we would probably still be living in caves, sub-human vegetables, contented with our lot, gliding along through life. Competition between us would have never lifted its ugly head, wars and revolutions would only happen on other planets.

I was inspired by envy from a very early age. Within an easy bicycle ride of my home was a trout stream crossed by a country road, and below this lay some splendid trout. They took pieces of my sandwiches and it was not long before I took a fishing line with me to try and hook one, while ostensibly admiring the view.

I was just rolling some bread into a hard paste before putting it on the hook when a very large man came from behind the hedge and in that commanding tone used by policemen and others in authority, asked me what I thought I was

at. My line was still in my pocket so I told him I was going to feed the fish. The admiral, he told me, would not like that. The fish were especially preserved for him to catch with a fly, and were not to be spoilt by eating bread. Nor were the fish for any one else to catch. If any one had an idea they would be easy game, he was always about and watching over them. If he saw me there again he would take me up to the house to be dealt with by the admiral or to the police. Meanwhile — off.

Over the years I did manage to hook out the odd fish, but only after a stealthy reconnaissance and with a friend attracting this keeper's attention in another part of the river. In later years I became a fly fisherman and would no more think of catching a fish with bread than I would of committing any

other sin in the sporting calendar. In a perfect world of course the keeper would have taken me shaking with fear to meet the admiral, who, after administering me more in sorrow than in anger, would have taken me to the river himself and shown me really how to catch trout with a fly. Contrite I would forever my will ways and devote the rest of my school days to being an unofficial keeper's assistant in hopes of more fishing.

Instead of this idyllic outcome I had to determine to reach economic circumstances in which I too could like the admiral have my own fly fishing and employ keepers to drive small boys from the water. I have got there, or at least half way. I can buy my fishing on a rental basis but there is no question of my owning any and I can go after salmon too on the same terms, but I am still devoured by envy. Not I hasten to add of many present riparian owners but of their predecessors of a generation or so back.

Take for instance, Robert Pashley, known as the Wizard of the Wye. Between 1906 and 1947 including the years of the First War when he did little fishing he caught 9,122 salmon of an average weight of 154 lb. His best was 678 lb. In 1938 rather more than 10 per cent of the river's total rod catch, a proportion he took in several years.

Then there was a Cyril Mowbray Wells, an Eton housemaster who rented the Bulstad River in Norway and in a period of 207 fishing weeks, over the years, fishing with one guest killed 1,496 salmon at an average weight of 27.3 lb.

In his 80th year he caught his 80th salmon of over 40 lb. There are tales of these and many others in a clutch of fishing books I have been reading, but they leave me very cold, like tales of a golden age which can never come back. Are there still those around who can devote their lives to the sport?

They were of course the fortunate few, they did not have to compete with the egalitarian spirit of these times which has turned much game fishing into a commercialised process of fitting as many rods on a bank as the money they have avail-

able will stand. They never had to face this constant overfishing, nor were the salmon stocks as depleted as they are these days. How would they have done today?

My other general criticism is that none of them explain just how these people can catch salmon. There are good text books on dry fly fishing with which you can learn to fish for trout but I have yet to find one which will guide you with certainty to kill a salmon. And even should one be written now it will be too late, the salmon are a very endangered species.

Salmon Stories by Jack Chancer. 104 pages. Debert's Peacage. £4.95.

A Salmon Fishers Odyssey by John Ashken Cooper. Witherby. £14.50.

The Guinness Book of Game Fishing by William Currie. £9.95.

The Hoig Guide to Salmon Fishing in Scotland, Macdonald. £11.95.

Chestertons Overseas

SWITZERLAND — VILLARS Domaine de la Residence

A well-known international clientele have made this Domaine a sought-after and exclusive residential park.

Attractive Chalet-style apartments luxuriously equipped with marvellous views of the Alps. Set in 200 acres of glorious parkland.

In Winter
100 kms of varied pistes,
Health Club, Indoor Swimming Pools.
In Summer
300 kms of Mountain Walks
Open Air Pools, Tennis and Golf.

Two-bedroom Apartments from S.Frs. 450,000.
One three-bedroom Apartment at S.Frs. 660,000.

For further information

116 Kensington High Street, London W8 7RW
Telephone: 01-937 7244. Telex: 8955820

Chestertons Overseas

LES TERRASSES DE GENEVE GOLF AND COUNTRY CLUB

ONLY 6 KMS FROM GENEVA

Attractive Town Houses with a Private Garden leading to the superb 18 hole Golf Course.

Amiraculously preserved Estate of 175 acres near the French village of Bossey in the special "Zone Franche" Customs area.

The Clubhouse is an Historic 17th Century Manor with Restaurant, Bar, Gym, Sauna, Squash, Tennis Courts and Swimming Pool.

Prices from £100,000 to £230,000.

To view a video of the development or for further information please contact

116 Kensington High Street, London W8 7RW
Telephone: 01-937 7244. Telex: 8955820

NEW FOREST—Near Beaulieu

Most attractive 200 year old cob and thatch cottage with about 4 acres. In an outstanding secluded position adjoining open farmland and with direct access to the New Forest. Sitting room, dining room, kitchen, bathroom, two bedrooms. Outbuildings. Small garden and two paddocks in all about 4 acres.

FOR SALE BY PUBLIC AUCTION, UNLESS SOLD PREVIOUSLY

Price Guide: £80,000/£85,000 Freehold

The House on the Quay, Lymington, Hampshire SO4 9AY

01-937 7244

Chestertons Overseas

COSTA DEL SOL — MARBELLA

Don't waste your time in the sun looking at the wrong properties.

Videos and slides can show you a wide range of properties before you go.

London Property Exhibition
May 24, 25, 26 — 12 to 8 p.m.

At our Offices:

116 Kensington High Street, London W8

We can show you

Villas from £55,000-£1,000,000.

Beach Apartments from £30,000.

Town Houses on Golf Estate from £50,000.

Land for development. Business Opportunities and Commercial premises.

In conjunction with Galvez Canero, 4 Muelle Fibera,

Puerto Jose Barus, Marbella, Malaga, Spain.

116 Kensington High Street, London W8 7RW.

Telephone: 01-937 7244. Telex: 8955820.

Chestertons Overseas

WYOMING, U.S.A. — POLO RANCH

A superb Freehold Ranch property suitable for personal occupation or investment.

A magnificent property comprising: 1,746 acres of Ranch Land Imposing Main Residence Polo Field — Landing Strip Excellent Game Shooting.

Barn House, Foreman's House, Cottage, Numerous Outbuildings, Stores, Sheds, etc.

For further information

116 Kensington High Street, London W8 7RW.

Telephone: 01-937 7244. Telex: 8955820

30 Rockefeller Plaza, Suite 1929, New York 10112.

Telephone: (212) 765 1540. Telex: 126356.

Knight Frank & Rutley

Hereford 0432 273087

24 Broad Street, Hereford HR1 2AN

BRECON BEACONS NATIONAL PARK

Grickhowell 3 miles. Abergavenny 11 miles.

A MAGNIFICENT 16TH CENTURY CONVERTED WATER MILL ON THE RIVER USK

4 Reception Rooms, 4½ Bedrooms, 2 Bathrooms. Oil central heating. Garaging. Summer House and Woodland. 650 Yards Single and Double Bank fishing. Outbuildings. Delightful Riverside Gardens.

ABOUT 6 ACRES

For Sale by Auction on June 1st 1983.

Joint Agents with

J. STRAKER CHADWICK & SONS, Abergavenny

Telephone: 0573 2624

(JAT/02567)

Head Office: 20 Liverpool Square, London W1R 0AH

Strutt & Parker

01-629 7282

3 Hill Street, Berkeley Square, London W1X 0LH

NORTH CORNWALL About 1,195 acres

Bodmin 12 miles, Exeter (M5) 45 miles.

AN OUTSTANDING AGRICULTURAL ESTATE OF FOUR PRODUCTIVE FARMS

Situated in a most attractive and accessible position comprising:

A FIRST CLASS DAIRY FARM OF 351 ACRES

A HIGHLY PRODUCTIVE STOCK AND ARABLE FARM OF 348 ACRES

AN EXCELLENT DAIRY FARM OF 338 ACRES

AN ATTRACTIVE ARABLE AND STOCK FARM OF 158 ACRES

With Vacant Possession

FOR SALE BY PRIVATE TREATY

AS A WHOLE OR IN FOUR LOTS

London Office: 01-629 7282 - Salisbury Office: (0722) 28741

Exeter Office: 24 Southernhay West. (0392) 215631

(Ref. 13A/60)

KINGSWOOD HOMES

Kingwood, Surrey.

Tel: Burgh Heath 61014/5

(London 25 STD 073 73)

ST. GEORGE'S HILL WEYBRIDGE

Six luxurious new houses on a beautifully wooded and secluded site in an unrivalled location. Mediterranean, Tudor or Colonial style.

From: £400,000 (freehold)

Sales office open on site 11am-4pm Saturday and Sunday only

Tel: Weybridge 47309

LEISURE

A voter's guide to Bath

Before dealing with Bath as an ideal modern holiday centre, it is worth recalling that the City has a place in parliamentary electoral history as one of the constituencies that successfully kicked against the system of "Rotten Boroughs."

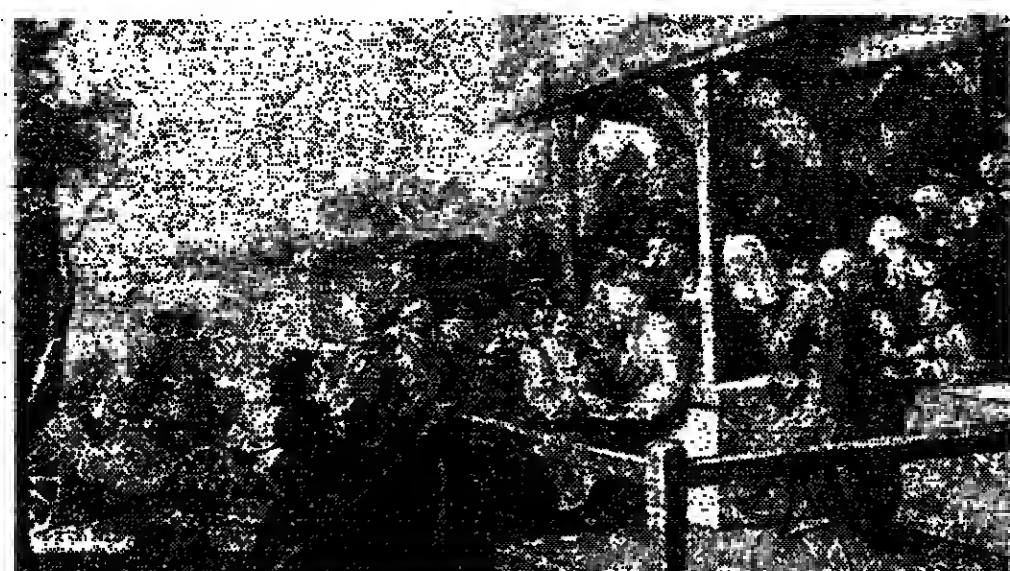
THERE ARE some who might say that all the fun has gone out of political campaigning. In the 17th century the Earl of Pembroke found himself spending £200 on ale in order to ensure his narrow victory as representative for Berkshire. "If my steward's bill be right," he groaned, "every throat that votes for me costs me £20."

The comment says something about the campaigning methods of the day and the number of voters. Even a century later one quarter of the Commons was elected by five counties—Cornwall (44), Devon (38), Dorset (20), Somerset (18) and Wiltshire (34). Some 15,000 British voters counted their votes in the 18th century. Gaton in Surrey had six houses and one registered voter.

The battle to win those votes was eager and sometimes violent. As the Leveller movement was beginning to make itself felt in the mid-17th century it was said that there were "tumultuous factions and parties baying against each other. What canvassing, plodding, plotting, contriving, by friends, letters, bribings, drinkings, feasting, are commonly used and employed to obtain a burgess-ship."

Such goings-on were not, however, universal. In many constituencies the fact that the local lord not only controlled the fortunes of the voters, but also enjoyed the role of checking the votes and thus knew the direction of each of his tenants' sympathies, meant that the landed gentry sent to Westminster "whomsoever they chose."

The one place which could regularly be relied upon to upset this cosy system was Bath, a city which to this day believes its county image by returning a Tory MP from his party's Left but who none-



Detail from one of William Hogarth's prints: "The Polling"

TRAVEL

ARTHUR SANDLES

theless suffers Liberal nibbling at his heels. Three hundred years ago there were only 30 or so voters in Bath, but no one succeeded in bringing them to heel and they persisted in sending irritatingly independent-minded representatives to London.

Bath in those days was somewhat different from today. In the 16th century the various baths of the city were attracting the dregs of society rather than the cream. Even a century later, after successive royals had bestowed their custom on the resort, it was a distressingly run-down place, full of grubby alleys, unlit streets and a crime rate that was the talk of the country.

It was Richard ("Beau") Nash who turned the tide. Within a few years of the arrival of this penniless 20-year-old Welshman the place was transformed. The city was tidied up both physically and socially. He succeeded in enforcing rules that put the lights on at public halls at 11 pm and banned private dinner parties and balls from within the city walls, and also duelling.

Then came the great builders, first Ralph Allen (initially under the patronage of a Bath MP, General Wade), and then John Wood the elder and his son. In the course of the 18th century, the age of Wesley and Wilkes, Pitt and the South Sea Bubble, Bath's population rose from 2,000 to 34,000.

Things went swimmingly until the Second World War with its bombings and subse-

quent invasion of planners. These two forces between them seemed to be sending Bath into urban oblivion. If you have not been to Bath for a while, however, you are in for a surprise. For the past few years it has been taking itself seriously and is blossoming as a spectacular place to spend the day or to use as a base for local touring.

Perhaps the most impressive changes have taken place in the baths themselves. A decade ago it was something of a battle to make the baths' tour, and extremely difficult to get the historical sequence into any perspective. Now it seems that every year that passes opens up a new area and reveals more of the old attractions. The Roman Baths Museum is particularly well done.

The baths have now joined the Assembly Rooms as examples of what can be done if minds and money are applied in the right directions. In the case of the Assembly Rooms, the work was done under the auspices of the National Trust in the two decades after the 1889-90 war. The eventual conversion of Bath City Council to civic pride meant the granting of considerable sums for the sympathetic decoration of the Rooms in the late 70s.

However, it is something a little more modern which tends to prove a compelling magnet whenever I am in Bath, and that is the Museum of Costume. It is an astonishing collection of apparel through the ages. Watch your fellow visitors. You will find that they all tend to drift to the more recent exhibits, those tracking the irregular course of fashion from the Beatles' age until today. "Did you really wear things like that, mummy?" you will hear little girls squeak with

amazement. Mummy and Daddy meanwhile are too nostalgic memories when, yes, they did wear things like that.

Above all Bath is for walking. It is full of pleasant streets and happy architectural surprises. It is not, incidentally, a place for the motor car: leave the thing parked as soon as you see a space. Nash and his successors did not foresee the arrival of the motor car and its parking problems (although he did introduce a scheme for licensing sedan chair carriers who until then had been in the unfortunate habit of carting off their wealthy passengers in rob them in dark passage ways).

All around Bath there are, none the less, plenty of places to occupy the visiting motorist. From Longleat to the south and Badminton to the north, the great estates of Bowood and Lacock to the east, and the rolling hills of the Mendips in the west. Visit particularly the remarkable American museum at Claverton.

Super league of plants

THIS HAS been an astonishingly good year for camellias which in my own garden and in every other that I have seen or heard about have performed as rarely before. Bushes have been laden with bloom much of which survived well, though some of the early flowers were damaged by frost. With me even young bushes no more than a couple of feet high have flowered well, proving that it is not true that camellias are rather slow in reaching flowering age.

Even amid this profusion Camellia has stood out almost in a class of its own, so weighed down with bloom that its leaves could scarcely be seen. It is undoubtedly one of the few really outstanding man-made hybrids, rivaling Magnolia soulangeana which has also been performing marvellously this spring.

Like Camellia Donatella it never seems to take a year off though the display can vary in splendour and is sometimes grievously cut short by frost. My own tree, of the pure white form Alba, has been quite superb for the past fortnight.

If only Magnolia soulangeana were a little less common and rather more temperamental, the connoisseurs would no doubt be raving about it but there is nothing rare or difficult about this splendid tree which will grow almost as well in a city backyard as in a country garden. I saw it recently from the train in just such a place between Victoria and Clapham Junction in a dingy terrace in which every other garden appeared to be bare and black except this one which was covered by a cloud of snow white bloom.

Both camellia and magnolia are, me thinking about other plants which are so outstandingly good in appearance and constitution that they merit

More exciting news from Mazda

MOTORING

STUART MARSHALL

THE SPECK in the mirror rapidly resolved into a great chromium plated waterfall of a radiator flanked by a pair of vertical exhaust stacks. Checking that my cruising speed was still the legal 55 mph, I moved into the gutter and let the enormous articulated rig blunder by. He was happy to drive at 70 mph, warned by fellow truckers on CB that "black and whites" with their radars were in the area.

I was in Texas, an hour's drive north of Houston. The rural roads had banks ablaze with flames of wild flowers and the rolling, partly wooded countryside was curiously like Suffolk, even if the farms were called ranches.

Houston itself arises out of the plain like some city of the future. The Fen-fal landscape around it is criss-crossed with eight-lane highways and made hideous by the lat of an affluent society. Wherever you look there are vast used car lots, garish advertising signs and low-rise buildings flung up for a short and profitable life.

The car I was driving was the new Mazda 626. Though Japanese, it is as European in character as my surroundings were typically American. Already the 626 has been nominated Japanese car of the year 1983—it was introduced there last autumn—and import car of the year in the U.S. It goes into British showrooms next week and Mazda confidently expect it to account for nearly half their sales.

The 626 is not just another mid-sized, front-wheel-driven family car in the Ford Sierra/Vauxhall Cavalier brackets. For ride quality and general refinement it compares well with any car in its size class, regardless

of cost or country of origin. And its pricing will bring no comfort to the competition. There are seven cars in the 626 range — a 1.6 litre four-door saloon or five-door hatchback in LX trim; similar cars with 2-litre engines and a choice of manual or automatic transmission; and a 2-litre, two-door coupe. The 2-litre has GLX — that is, more luxurious trim.

The 1.6 LX saloon is listed at £5,340 which is £400 less than the comparable Sierra LX. When you build a car like the 626 at the rate of 20,000 per month in a plant employing only 1,800 workpeople, you can price it aggressively and still please the accountant. I hope they are listening at Cowley and Halewood.

For £5,340 the 1.6 LX buyer gets an elegant, wedge-shaped saloon — do I detect overtones of the Audi 100? — with a completely new engine and five-speed transmission. A five-door hatchback costs £5,580. The standard specification includes tinted glass with a laminated windscreen, halogen headlights, twin remote-control mirrors, electronic ignition, digital clock, interior boot and fuel flap releases and a pillar aerial for the cheap and cheerful radio — the car deserves better.

All cars nowadays feel pretty good at 55 mph on smooth roads. Mazda thoughtfully laid the Texas World Speedway, a crumbling racetrack miles from anywhere, for performance test-

ing. The hanked oval was entertaining if not very instructive. At least it showed that the engines stayed silk-smooth up to maximum revolutions and that with 100 mph on the clock, there was still very little mechanical, wind or road noise. But the sinuous and broken-up road circuit was illuminating. Driven far harder than one would dare on the highway, the 626 cornered with minimal roll and felt as secure as it was responsive. It used road to its conventional wisdom that Japanese cars did not handle properly when hard driven. This one does.

The interior is typical of Japanese cars, with the front seats adjustable in all directions, a tilt-adjustable steering wheel, clear and easily seen instruments with minor controls on either side, in the manner of Citroën and Fiat. European-size passengers fit the rear seat and the ride there is much the same as it is up front, thanks to independent suspension.

In the artificial conditions of

55 mph main-road crawling and off-highway performance testing, I couldn't check fuel consumption. The official figures for the 1.6 LX saloon (50.1 mpg urban, 46.3 and 55.3 mpg at 56 and 75 mph) are a little better than the 1.6 Sierra's virtually the same as the 1.6 Cavalier's.

Optional extras include power steering (£225) on the automatic 2000 saloon and hatchback, a £275 electrically operated steel sliding roof on the 2000 saloon and hatchback but not the coupe.

In the past, I found Mazda cars unexciting, the rotary engine RX7 excepted, though they were keenly priced and had a good reputation for reliability. Things began to look up with the introduction of the 323 front-wheel-drive hatchback (the one that looks very similar to a Ford Escort), and the 626 maintains this trend. It is, by any standards a very good car.

Red Rovers' rescue

THE THEORY behind Red Rovers Motorists Association's Lifeline scheme is that many drivers want an assurance of immediate help should they break down but are then prepared to pay for the necessary repairs. Hence the annual subscription is a mere £5. For this a member may contact Red Rovers' control room via Freephone for immediate assistance to be arranged through the nearest of its 500 service centres. The service works 24 hours a day, 365 days a year.

Repairs are paid for by Access cards. Company car drivers make up the bulk of Red Rovers' members at present though the scheme was conceived mainly for private motorists. The reason seems to be that company cars, being fairly new and well maintained, are not likely to break down so that a full insurance-type policy covering costs close to £50 is not necessary. If you want to know more, call Red Rovers at Rugby (0788) 620474.

BRIDGE

E. P. C. COTTER

HOW OFTEN we hear dummy say, "Well played," after declarer has made his contract in spite of indifferent technique. Let us see what we can learn from two hands from rubber bridge:

W ♠ 10 8 6 5
♥ 7
♦ A 8 4 2
♣ 10 6 5 3
E ♠ 9 6 3
♥ 8 6 3
♦ 7 3
♣ A K J 7

W ♠ 4
♥ Q J 10 8 3
♦ K J 9 6 5 2
♣ 4
E ♠ 5
♥ 6
♦ A Q J 9 7 2
♣ 9 4
♦ 10 3
♣ 8

With both sides vulnerable South dealt and bid one spade, to which North replied with a forcing take-out of three clubs, justified by strong trump support, two first-round controls, and a singleton. South rebid three spades, and now North made an advance cue-bid of four diamonds. South could only say four spades, but North was not finished yet. He introduced a Blackwood four no trumps, and after the response of five hearts went six spades.

A diamond lead would have defeated the contract, but West naturally enough led the heart Queen. Winning in hand, declarer drew trumps in one round, and ran the nine of clubs, losing to the Knave. East returned a diamond to the Ace. Crossing to hand with a trump, South led his minor club, and when West showed out, won with dummy's Ace. The Queen was returned, covered by the King, and ruffed, the ten provided a home for South's losing diamond, and North uttered the usual "Well played, partner."

But had South played well? No, he was lucky to find West cashing the King of spades — that made everything clear. Suppose West follows to the second club. South is faced with a guess. If he fineses the Queen, he may lose in the King; if he

plays the Ace, he may find West with all the remaining clubs. The correct line is to cash the club Ace, return to hand and run the nine — this ensures the contract. If West follows an East wins with the Knave dummy hypes the King, returns South to ruff the fifth club good. Now for the second example

N ♠ 5
♥ 10 3
♦ A 8 4 2
♣ 10 6 5 3
W ♠ 9 6 3
♥ 8 6 3
♦ 7 3
♣ A K J 7
E ♠ 5
♥ 6
♦ A Q J 9 7 2
♣ 9 4
♦ 10 3
♣ 8

With East-West vulnerable South dealt and bid one spade North replied with two diamonds — he is just good enough — an South rebid three hearts. Not a good simple preference with three spades, and South went on to four spades. West led the club Ace, East dropping the nine, and continued with the King. Ruffing in hand, declarer returned the Knave of trumps — he must have been a "Queen over Knave addict" — and when West played low, let it run. When this held he cashed the King, returned to hand via the diamond King, and drew another trump with the Ace. He then ran off his red suit winners, leaving West to make his spade Queen — some later stage. This performance, which netted 11 tricks, was greeted with the familiar parrot cry from his partner.

To take a trump finesse was bad. If declarer loses to the Queen, and the trump finesse +2, as they do, another club lead breaches the trump for West, and South is ruined. The declarer should play on the assumption that the trump is 4-2, which is the odds-on break, and reject all ideas of finessing against the Queen. After ruffing the club, he should cash the Ace and King of spades, and then run his winners. It is perfectly content to lose to trump tricks in addition to the club already lost, and collect the other ten.

Book of the games

CHESS

LEONARD BARDEN

COLLECTIONS of master games are among the most useful books for improving your play. One recommended technique is to choose an outstanding expert whose style and personality appeals and to model your own chess on his example. As examples of what can be done that way, the Welsh Olympic player John Cooper followed Spassky's openings and approach; while the former England team captain Peter Clarke opted for Smyslov and Petrosian as his mentors. Both developed within a few years from promising juniors into senior internationals.

Fischer was an excellent chess prototype for U.S. co-champion Walter Browne who was a junior of no special merit but successfully copied Fischer's exceptional work rate, sharp openings, and competitive attitude. Many have used Capablanca as their guide, while Korchin and Kasparov, current world title semi-finalists, have nominated Lasker and Alekhine as major influences.

Besides acquiring an insight into a single player's techniques it is also valuable to study the approach of grandmasters in general and what their look for in a position. Many authorities say the best method is to attend

situations of this type, but annotators for reasons of space and clarity, over-emphasise definite conclusions. They leave a mistaken impression that games are tidy, neat, and pre-ordained in the winner's favour.

This week's game comes, with notes greatly abbreviated, from Smeelman's book, and shows the inspired complications which two determined attacking players can configure up from the Sicilian Defence.

White: D. Velimirovic. Black: L. Smeelman. Sicilian Defence (Yugoslav championship, 1973).

1 P-K4. P-QB4. 2 N-KR3. P-Q3. 3 P-Q4. P-P4. 4 N-P. N-KR3. 5 N-OR3. P-OR3. 6 P-KN3. P-K3. 7 P-B4. R-Q2. 8 P-Q3. R-R2. 9 O-O-O. ON-Q3.

Here Black should stay in 8. P-KR3; 10 P-R4 with the idea that in some lines he can enter play. P-KN4 and if BP-NP. N-K4. 10 B-O3. P-QN4; 11 KR-K1. P-N2. 12 N-O5 (a dangerous sacrifice, but later games showed that 12 O-N3. O-O-O; 13 P-R3; 14 P-N3. R-R4; 14 R-P ch. (but not 14 P-B2; N-K4) 15 P-R3. 15 N-KP4.

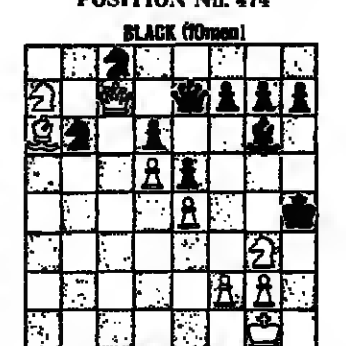
This advance move is a had

major tournament to try to work out the next moves in games on the wallboard. A more concentrated lesson is available if you can sneak into the post-mortem room after the game and watch the two players exchange ideas and variations at a rapid rate.

An important recent book which explains grandmaster thought modes is Jonathan Smeelman's Best Chess Games 1970-80, just issued as an Unwin paperback at £4.95. This collection of 47 outstanding games of the decade is annotated in depth and with a real effort to highlight the major turning-points and errors.

Grandmaster Smeelman's entertaining and honest commentary provides insights into opening theory, chess psychology, and tournament technique. His objectivity comes through when he analyses a position in depth and then admits at the end that it is still unclear and obscure. In real chess life there are many

POSITION No. 474



Duraev (9 moves), Portugal 1967. White (to move) appears in a quandary: either he swaps queens with an ending a pawn down, or he retreats his queen and allows NxN winning a piece. What should White play?

mistake, writes Smeelman, who analyses 15 Q-R5 ch. to a draw: K-Q1; 16 N-P ch. K-B1; 17 QxR. Q-N3; 18 QxP. R-K1; 19 Q-B7. R-R1; 20 Q-N7 repeating moves. 13... Q-R4.

An obscure but fatal slip. Instead 15... Q-N3 should enable Black to survive and win on material. The key variation is 16 Q-R3 ch. P-N3; 17 QxR. Q-K6 ch. 18 K-N1. K-B2 when White cannot advance P-KB5 because of Qx7. 16 Q-R3 ch. P-N3; 17 QxR. R-KN1 (if N-B1. 18 Q-R4. R-P3. 19 Q-R5 ch. to a draw. K-Q1; 16 N-P ch. K-B1; 17 QxR. Q-N3; 18 QxP. R-K1; 19 Q-B7. R-R1; 20 Q-N7 repeating moves. 13... Q-R4. An obscure but fatal slip. Instead 15... Q-N3 should enable Black to survive and win on material. The key variation is 16 Q-R3 ch. P-N3; 17 QxR. Q-K6 ch. 18 K-N1. K-B2 when White cannot advance P-KB5 because of Qx7. 16 Q-R3 ch. P-N3; 17 QxR. R-KN1 (if N-B1. 18 Q-R4. R-P3. 19 Q-R5 ch. to a draw. K-Q1; 16 N-P ch. K-B1; 17 QxR. Q-N3; 18 QxP. R-K1; 19 Q-B7. R-R1; 20 Q-N7 repeating moves. 13... Q-R4. An obscure but fatal slip. Instead 15... Q-N3 should enable Black to survive and win on material. The key variation is 16 Q-R3 ch. P-N3; 17 QxR. Q-K6 ch. 18 K-N1. K-B2 when White cannot advance P-KB5 because of Qx7. 16 Q-R3 ch. P-N3; 17 QxR. R-KN1 (if N-B1. 18 Q-R4. R-P3. 19 Q-R5 ch. to a draw. K-Q1; 16 N-P ch. K-B1; 17 QxR. Q-N3; 18 QxP. R-K1; 19 Q-B7. R-R1; 20 Q-N7 repeating moves. 13... Q-R4. An obscure but fatal slip. Instead 15... Q-N3 should enable Black to survive and win on material. The key variation is 16 Q-R3 ch. P-N3; 17 QxR. Q-K6 ch. 18 K-N1. K-B2 when White cannot advance P-KB5 because of Qx7. 16 Q-R3 ch. P-N3; 17 QxR. R-KN1 (if N-B1. 18 Q-R4. R-P3. 19 Q-R5 ch. to a draw. K-Q1; 16 N-P ch. K-B1; 17 QxR. Q-N3; 18 QxP. R-K1; 19 Q-B7. R-R1; 20 Q-N7 repeating moves. 13... Q-R4. An obscure but fatal slip. Instead 15... Q-N3 should enable Black to survive and win on material. The key variation is 16 Q-R3 ch. P-N3; 17 QxR. Q-K6 ch. 18 K-N1. K-B2 when White cannot advance P-KB5 because of Qx7. 16 Q-R3 ch. P-N3; 17 QxR. R-KN1 (if N-B1. 18 Q-R4. R-P3. 19 Q-R5 ch. to a draw. K-Q1; 16 N-P ch. K-B1; 17 QxR. Q-N3; 18 QxP. R-K1; 19 Q-B7. R-R1; 20 Q-N7 repeating moves. 13... Q-R4. An obscure but fatal slip. Instead 15... Q-N3 should enable Black to survive and win on material. The key variation is 16 Q-R3 ch. P-N3; 17 QxR. Q-K6 ch. 18 K-N1. K-B2 when White cannot advance P-KB5 because of Qx7. 16 Q-R3 ch. P-N3; 17 QxR. R-KN1 (if N-B1. 18 Q-R4. R-P3. 19 Q-R5 ch. to a draw. K-Q1; 16 N-P ch. K-B1; 17 QxR. Q-N3; 18 QxP. R-K1; 19 Q-B7. R-R1; 20 Q-N7 repeating moves. 13... Q-R4. An obscure but fatal slip. Instead 15... Q-N3 should enable Black to survive and win on material. The key variation is 16 Q-R3 ch. P-N3; 17 QxR. Q-K6 ch. 18 K-N1. K-B2 when White cannot advance P-KB5 because of Qx7. 16 Q-R3 ch. P-N3; 17 QxR. R-KN1 (if N-B1. 18 Q-R4. R-P3. 19 Q-R5 ch. to a draw. K-Q1; 16 N-P ch. K-B1; 17 QxR. Q-N3; 18 QxP. R-K1; 19 Q-B7. R-R1; 20 Q-N7 repeating moves. 13... Q-R4. An obscure but fatal slip. Instead 15... Q-N3 should enable Black to survive and win on material. The key variation is 16 Q-R3 ch. P-N3; 17 QxR. Q-K6 ch. 18 K-N1. K-B2 when White cannot advance P-KB5 because of Qx7. 16 Q-R3 ch. P-N3; 17 QxR. R-KN1 (if N-B1. 18 Q-R4. R-P3. 19 Q-R5 ch. to a draw. K-Q1; 16 N-P ch. K-B1; 17 QxR. Q-N3; 18 QxP. R-K1; 19 Q-B7. R-R1; 20 Q-N7 repeating moves. 13... Q-R4. An obscure but fatal slip. Instead 15... Q-N3 should enable Black to survive and win on material. The key variation is 16 Q-R3 ch. P-N3; 17 QxR. Q-K6 ch. 18 K-N1. K-B2 when White cannot advance P-KB5 because of Qx7. 16 Q-R3 ch. P-N3; 17 QxR. R-KN1 (if N-B1. 18 Q-R4. R-P3. 19 Q-R5 ch. to a draw. K-Q1; 16 N-P ch. K-B1; 17 QxR. Q-N3; 18 QxP. R-K1; 19 Q-B7. R-R1; 20 Q-N7 repeating moves. 13... Q-R4. An obscure but fatal slip. Instead 15... Q-N3 should enable Black to survive and win on material. The key variation is 16 Q-R3 ch. P-N3; 17 QxR. Q-K6 ch. 18 K-N1. K-B2 when White cannot advance P-KB5 because of Qx7. 16 Q-R3 ch. P-N3; 17 QxR. R-KN1 (if N-B1. 18 Q-R4. R-P3. 19 Q-R5 ch. to a draw. K-Q1; 16 N-P ch. K-B1; 17 QxR. Q-N3; 18 QxP. R-K1; 19 Q-B7. R-R1; 20 Q-N7 repeating moves. 13... Q-R4. An obscure but fatal slip. Instead 15... Q-N3 should enable Black to survive and win on material. The key variation is 16 Q-R3 ch. P-N3; 17 QxR. Q-K6 ch. 18 K-N1. K-B2 when White cannot advance P-KB5 because of Qx7. 16 Q-R3 ch. P-N3; 17 QxR. R-KN1 (if N-B1. 18 Q-R4. R-P3. 19 Q-R5 ch. to a draw. K-Q1; 16 N-P ch. K-B1; 17 QxR. Q-N3; 18 QxP. R-K1; 19 Q-B7. R-R1; 20 Q-N7 repeating moves. 13... Q-R4. An obscure but fatal slip. Instead 15... Q-N3 should enable Black to survive and win on material. The key variation is 16 Q-R3 ch. P-N3; 17 QxR. Q-K6 ch. 18 K-N1. K-B2 when White cannot advance P-KB5 because of Qx7. 16 Q-R3 ch. P-N3; 17 QxR. R-KN1 (if N-B1. 18 Q-R4. R-P3. 19 Q-R5 ch. to a draw. K-Q1; 16 N-P ch. K-B1; 17 QxR. Q-N3; 18 QxP. R-K1; 19 Q-B7. R-R1; 20 Q-N7 repeating moves. 13... Q-R4. An obscure but fatal slip. Instead 15... Q-N3 should enable Black to survive and win on material. The key variation is 16 Q-R3 ch. P-N3; 17 QxR. Q-K6 ch. 18 K-N1. K-B2 when White cannot advance P-KB5 because of Qx7. 16 Q-R3 ch. P-N3; 17 QxR. R-KN1 (if N-B1. 18 Q-R4. R-P3. 19 Q-R5 ch. to a draw. K-Q1; 16 N-P ch. K-B1; 17 QxR. Q-N3; 18 QxP. R-K1; 19 Q-B7. R-R1; 20 Q-N7 repeating moves. 13... Q-R4. An obscure but fatal slip. Instead 15... Q-N3 should enable Black to survive and win on material. The key variation is 16 Q-R3 ch. P-N3; 17 QxR. Q-K6 ch. 18 K-N1. K-B2 when White cannot advance P-KB5 because of Qx7. 16 Q-R3 ch. P-N3; 17 QxR. R-KN1 (if N-B1. 18 Q-R4. R-P3. 19 Q-R5 ch. to a draw. K-Q1; 16 N-P ch. K-B1; 17 QxR. Q-N3; 18 QxP. R-K1; 19 Q-B7. R-R1; 20 Q-N7 repeating moves. 13... Q-R4. An obscure but fatal slip. Instead 15... Q-N3 should enable Black to survive and win on material. The key variation is 16 Q-R3 ch. P-N3; 17 QxR. Q-K6 ch. 18 K-N1. K-B2 when White cannot advance P-KB5 because of Qx7. 16 Q-R3 ch. P-N3; 17 QxR. R-KN1 (if N-B1. 18 Q-R4. R-P3. 19 Q-R5 ch. to a draw. K-Q1; 16 N-P ch. K-B1; 17 QxR. Q-N3; 18 QxP. R-K1; 19 Q-B7. R-R1; 20 Q-N7 repeating moves. 13... Q-R4. An obscure but fatal slip. Instead 15... Q-N3 should enable Black to survive and win on material. The key variation is 16 Q-R3 ch. P-N3; 17 QxR. Q-K6 ch. 18 K-N1. K-B2 when White cannot advance P-KB5 because of Qx7. 16 Q-R3 ch. P-N3; 17 QxR. R-KN1 (if N-B1. 18 Q-R4. R-P3. 19 Q-R5 ch. to a draw. K-Q1; 16 N-P ch. K-B1; 17 QxR. Q-N3; 18 QxP. R-K1; 19 Q-B7. R-R1; 20 Q-N7 repeating moves. 13... Q-R4. An obscure but fatal slip. Instead 15... Q-N3 should enable Black to survive and win on material. The key variation is 16 Q-R3 ch. P-N3; 17 QxR. Q-K6 ch. 18 K-N1. K-B2 when White cannot advance P-KB5 because of Qx7. 16 Q-R3 ch. P-N3; 17 QxR. R-KN1 (if N-B1. 18 Q-R4. R-P3. 19 Q-R5 ch. to a draw. K-Q1; 16 N-P ch. K-B1; 17 QxR. Q-N3; 18 QxP. R-K1; 19 Q-B7. R-R1; 20 Q-N7 repeating moves. 13... Q-R4. An obscure but fatal slip. Instead 15... Q-N3 should enable Black to survive and win on material. The key variation is 16 Q-R3 ch. P-N3; 17 QxR. Q-K6 ch. 18 K-N1. K-B2 when White cannot advance P-KB5 because of Qx7. 16 Q-R3 ch. P-N3; 17 QxR. R-KN1 (if N-B1. 18 Q-R4. R-P3. 19 Q-R5 ch. to a draw. K-Q1; 16 N-P ch. K-B1; 17 QxR. Q-N3; 18 QxP. R-K1; 19 Q-B7. R-R1; 20 Q-N7 repeating moves. 13... Q-R4. An obscure but fatal slip. Instead 15... Q-N3 should enable Black to survive and win on material. The key variation is 16 Q-R3 ch. P-N3; 17 QxR. Q-K6 ch. 18 K-N1. K-B2 when White cannot advance P-KB5 because of Qx7. 16 Q-R3 ch. P-N3; 17 QxR. R-KN1 (if N-B1. 18 Q-R4. R-P3. 19 Q-R5 ch. to a draw. K-Q1; 16 N-P ch. K-B1; 17 QxR. Q-N3; 18 QxP. R-K1; 19 Q-B7. R-R1; 20 Q-N7 repeating moves. 13... Q-R4. An obscure but fatal slip. Instead 15... Q-N3 should enable Black to survive and win on material. The key variation is 16 Q-R3 ch. P-N3; 17 QxR. Q-K6 ch. 18 K-N1. K-B2 when White cannot advance P-KB5 because of Qx7. 16 Q-R3 ch. P-N3; 17 QxR. R-KN1 (if N-B1. 18 Q-R4. R-P3. 19 Q-R5 ch. to a draw. K-Q1; 16 N-P ch. K-B1; 17 QxR. Q-N3; 18 QxP. R-K1; 19 Q-B7. R-R1; 20 Q-N7 repeating moves. 13... Q-R4. An obscure but fatal slip. Instead 15... Q-N3 should enable Black to survive and win on material. The key variation is 16 Q-R3 ch. P-N3; 17 QxR. Q-K6 ch. 18 K-N1. K-B2 when White cannot advance P-KB5 because of Qx7. 16 Q-R3 ch. P-N3; 17 QxR. R-KN1 (if N-B1. 18 Q-R4. R-P3. 19 Q-R5 ch. to a draw. K-Q1; 16 N-P ch. K-B1; 17 QxR. Q-N3; 18 QxP. R-K1; 19 Q-B7. R-R1; 20 Q-N7 repeating moves. 13... Q-R4. An obscure but fatal slip. Instead 15... Q-N3 should enable Black to survive and win on material. The key variation is 16 Q-R3 ch. P-N3; 17 QxR. Q-K6 ch. 18 K-N1. K-B2 when White cannot advance P-KB5 because of Qx7. 16 Q-R3 ch. P-N3; 17 QxR. R-KN1 (if N-B1. 18 Q-R4. R-P3. 19 Q-R5 ch. to a draw. K-Q1; 16 N-P ch. K-B1; 17 QxR. Q-N3; 18 QxP. R-K1; 19 Q-B7. R-R1; 20 Q-N7 repeating moves. 13... Q-R4. An obscure but fatal slip. Instead 15... Q-N3 should enable Black to survive and win on material. The key variation is 16 Q-R3 ch. P-N3; 17 QxR. Q-K6 ch. 18 K-N1. K-B2 when White cannot advance P-KB5 because of Qx7. 16 Q-R3 ch. P-N3; 17 QxR. R-KN1 (if N-B1. 18 Q-R4. R-P3. 19 Q-R5 ch. to a draw. K-Q1; 16 N-P ch. K-B1; 17 QxR. Q-N3; 18 QxP. R-K1; 19 Q-B7. R-R1; 20 Q-N7 repeating moves. 13... Q-R4. An obscure but fatal slip. Instead 15... Q-N3 should enable Black to survive and win on material. The key variation is 16 Q-R3 ch. P-N3; 17 QxR. Q-K6 ch. 18 K-N1. K

BOOKS

Master of the self

BY GEORGE WATSON

Jean-Jacques: The Early Life and Work of Rousseau, 1712-54
by Maurice Cranston. Allen Lane, £14.95, 382 pages

Rousseau has been accused of a good deal lately, including fascism and communism. This well-documented life of his early career by Professor Cranston of LSE, much of it based on newly edited letters and manuscript sources, is not much concerned with easy judgments like these. The detail is too rich, the summaries of argument too abundant, to give simplicities a chance to survive. The book takes the life of the great Genevan down to the age of 42; another volume, we are encouraged to hope, will end the story with his death in 1778.

Any life of Rousseau threatens to become a corrected version of his *Confessions*, a memoir he began in England at the age of 50 and named after St. Augustine. He never returned to publish it in his lifetime, however, seeing it perhaps as indiscreet and open to the charge of egotism. It is certainly franker than either *Augustine* or *Montaigne*, whom he once accused of attributing to himself only minor faults. The inhibition against making everything public was in any case characteristic of all ages before the present one. Wordsworth's *Prelude*, which is rather

like the *Confessions* put to verse and with the sex left out, was drafted some 20 years after Rousseau's memoir had appeared; but that, too, was never allowed to see the light while its author lived.

Some of the parallels are striking, and Wordsworth's boat-stealing episode ought to remind us of Rousseau's story how he once stole a useless ribbon and lied about it, to live with the self-reproach of that mindless act for the rest of his life.

Professor Cranston corrects the *Confessions* in senses both favourable and unfavourable to his hero. In some matters, like Rousseau's discovery as a boy that he enjoyed being spanked by women, the biographer has little to do but quote the originals and correct the dates. Rousseau's sexuality is odd, but his mixing of self-justification and self-laceration makes it endlessly fascinating, not least his view that masochism tends to chastity, relatively speaking, since it delays the sexual act; and his interest in two contrasting kinds of love, the quick love of the senses and the more lasting mood of congenial minds, was one he was eventually to fictionalise in *Le Nouveau Héloïse*. It led him to the conclusion that masochism could love two women at once without infidelity and could give his illegitimate children, all five of them, into public care at birth.

The life begins as a gamey tale of attempted seductions in Savoy and Turin, both male and female, from the age of 16, suffered by an attractive youth innocently born and reared in Calvinist Geneva. Rousseau emerges as no nicer or nastier than most people—merely reader than most of us to reveal all. He never lacked the charm of vulnerability, at least, and even declined to meet Louis XV, who had enjoyed his opera and might have offered him a pension, for lack of an available chamber-pot. Something of a snob, he was hostile to wealth rather than to aristocracy, and the book presents a side to his personality now largely forgotten under the impress of his later career as a bitter, paranoid, wandering intellectual.

Here is a Parisian man-about-town, the witty friend of witty philosophers, a lover of ladies and (almost) a figure at court. The more famous Rousseau only begins with an anti-progressive notion that struck him during a hot walk to Vincennes in 1749 to visit the imprisoned Diderot: a thought that was to make him suddenly fashionable with the first *Discours* of 1750.

From that moment Rousseau was a famous man, and a man tortured by the penalties of fame. A brief return to his native Geneva, on which the book ends, only proved to him that he could not settle there, and may have turned him for



Rousseau in a pastoral setting—detail from the painting by Ramsay

good into a doomed and restless wanderer. His views on inequality made him notorious; eight years after the book ends, his *Social Contract* and *Emile* were to be banned, the one by the French state and the other by its church. He could win, but never sustain, friendship and love.

But the ripples of his influence remain unending, and they are far more various and enduring than either fascism or Communism. Even his attack on French music in the 1740s prevented, in his own view, or at least delayed, a French

Revolution, distracting popular opinion from an imminent prospect of anti-government riots; and it is intriguing that Professor Cranston does not find this boast totally implausible. Even if his book does not yet embrace the 'greatest' philosophical writings, one is still left thinking how powerful and how dangerous in the modern age a theorist can be. Plato and Hobbes did not found new states or dynasties, though they would have liked to. Rousseau, Marx and Hitler did.

Rousseau's own responsibility for what has happened in

Europe and beyond since 1789, though hard to pin down, is equally hard to deny. The only trouble with this elegant new life, for which no one is to blame but Rousseau, is that it has to compete with his own *Confessions*: a work unique in the world, as he called it himself, and 'the only certain monument to my character,' characteristically stigmatising all other accounts as hostile. Professor Cranston is not hostile; he is merely judicious. But when all is said, there is no competing with a masterpiece.

Forgotten army

BY PETER KEATING

A Very Great Profession: The Woman's Novel 1914-1939
by Nicola Beauman. Virago, £3.95 (hardback), £4.95 (paperback), 273 pages

The title of this book is taken from Virginia Woolf's novel *Night and Day* (1919). One of the characters is described as

a member of a very great profession which is not yet, no title and very little recognition, although the labour of mill and factory is, perhaps, no more severe and the results of less benefit to the world. She lived at home.

Nicola Beauman argues that the members of this great profession—whether married or single—were largely ignored by novelists until the 1920s and 1930s, and that when a significant number of novelists did concern themselves with such a large proportion of the public, they themselves were ignored by critics.

Both parts of the argument are substantially true, though less significant than they at first appear. The ordinary everyday experiences of the home-based woman (together with the ordinary, everyday experiences of men at work) have, traditionally, received little attention in fiction; and, the vast majority of women novelists of the inter-war years (together with the vast majority of men novelists of the same period) have been treated with critical silence or contempt. The trouble with taking this kind of socio-historical approach to fiction is that unless it embodies objective critical values it can apply equally to other groups of people and therefore loses any claim to specialness.

It is not clear from *A Very Great Profession* whether Nicola Beauman understands this problem. She is, however, extremely honest about personal preferences. The trouble is she is writing of here and there, 'infinitely greater and more memorable' than those she was urged to read at school and university. A 'good' novel must 'move the reader and feed her imagination' and to do this it needs to have a 'distinctly feminine note'; in other words, it must 'illuminate female attitudes to experience.' This excludes most men writers, but some, notably H. G. Wells and E. M. Forster, are admitted because they were capable of seeing life from a woman's point of view.

Given these self-imposed restrictions, Nicola Beauman might have been expected to

write as a hardline feminist: instead she reveals an unusual tolerance for a wide range of fiction. Novelists like Rebecca West and Virginia Woolf are praised for their pioneering attempts to portray women in a male-dominated world, and, making the same point with striking effect, there is a marvellous passage from a letter by Katherine Mansfield criticising Middleton Murry for treating her like a 'dilatory housemaid.' But feminism here is not given a political element and is seen largely in terms of the gradual attainment by women of a greater degree of financial and sexual freedom. These changes are explained in terms of the impact of the First World War, especially the way it exacerbated and accelerated the number of 'surplus women' in British society.

One particularly informative chapter is devoted to the interest shown by women novelists—May Sinclair, Rosamond Lehmann, and Dorothy Richardson—in the new theories of psychoanalysis: it is also unusual in that the subject leads naturally into a discussion of 'stream of consciousness,' one of the few moments when questions of literary technique are considered. Elsewhere the book tends to be valued for documentary purposes. At best this leads to the rehabilitation of long-forgotten novels like Cicely Hamilton's *William* (1919) and E. M. Delafield's *The Way Things Are* (1927): at a more mundane level it becomes an historical search for the first novel to mention periods or the most realistic portrayal of pregnancy sickness.

The most surprising aspect of *A Very Great Profession* is the enthusiasm with which Nicola Beauman discusses the best-selling romantic novelists of the period. The exotic fantasies of Ethel M. Dell, E. M. Hull and Elinor Glyn are described accurately enough, the attraction of their 'strong silent heroes' well evoked, but it is difficult to know what conclusions to draw from the discussion, except that the women readers have somehow earned the right to 'write unashamedly' in the novels they drew from their local lending libraries. There is a final attempt to distinguish between the romance and the 'woman's novel about love,' but it is soon undermined, along with some of the earlier arguments. 'In our heart of hearts,' Nicola Beauman comments, 'most of us are no different from the readers of pulp fiction: given the chance, we would sacrifice everything else to romantic love.'

Fiction

When Auntie came to dinner . . . BY ISABEL QUIGLY

The Moons of Jupiter and other stories
by Alice Munro. Allen Lane, £7.95, 234 pages

Cousins
by Monica Furlong. Weldon, £7.95, 172 pages

Listeners
by Sally Emerson. Michael Joseph, £7.95, 174 pages

The week's real writer is Canadian, Alice Munro. The familiar (yet always new) excitement of discovery comes quickly when a voice, like this one, is immediately recognisable.

individual, and, indescribable. *The Moons of Jupiter* and other stories is particularly hard to describe in terms of anything except its quality because the settings and characters in the stories are quite unremarkable.

An aunt comes to dinner, four aunts come to stay, six quite different aunts are visited; a reclusive dies, is buried, his secret life lost; three girls go to a party; there are churches, picnics, a planetarium; it's all in Canada, familiar yet far. The English connection pulls the present backwards to

that ancient land of harmony and chivalry: of people on horseback, and good manners

of Simon de Montfort and Lorna Doone and hounds and castles and the New Forest, all fresh and rural, ceremonious, civilised, eternally desirable.

Alice Munro has been compared with Flaubert (also, most unsuitably, with Joyce Carol Oates, Hemingway and John Cheever), short-listed for the Booker prize, and remains (though dazzling) quite unperturbed and unaffected, her writing smooth and supple, reticent in expressing feeling yet filled to the brim with exactly the right emotional quantity: never a false one, so never a jarring emotional note.

Monica Furlong's *Cousins* is full of feeling too but (for me) fairly crammed with false quantities and jarring emotional notes. Like Lord Lundy, her characters are far too easily moved to tears. Laura, the narrator, a sculptor in a cottage near Cambridge, falls in love with her cousin Hugo, a randy clerical don who looks, we are told, not once but many times, like a Roman senator, and must be the nastiest object of a heroine's passion for ages; he's even amazingly stingy, a passion-stopper if ever there was one. Later she falls for his son Oliver, who has bolted from O-levels to catch TB among the London dossers and begins to look like a Roman senator mark II.

The story is threaded on various Christian themes, Laura (agnostic) being asked to make the Stations of the Cross for a church in Liverpool and (one has a feeling by the end) becoming entangled with the church's American architect (Jewish). Between adulteries, the odious Hugo (high Anglican) chafes away about Christology, the Incarnation, transubstantiation, and in comparison with the blessed, brilliant ordinariness of Alice Munro's doings, *Cousins* is packed with incident and drama,

hysteria and outspokenness.

This isn't, of course, to say that ordinariness is fictionally good and strong, noisy, tearful feeling fictionally bad; merely that neither makes the smallest difference to the quality of the fiction, which is determined entirely by the quality of the writer, the level of the writing. Odious objects of a heroine's love may be just as artistically good as the most lovable (how about Heathcliff?). Cliché situations don't matter, so long as one believes in them. What makes me smile rather wearily at Laura, Hugo, Oliver, Rachel, Miranda, Conyers and Susie is nothing to do with their circumstances: it's their treatment, which fails to make me do anything else.

Sally Emerson's talent, on the other hand, seems robust: with some frustration, because it seems to have gone a little askew, I kept feeling it and wondering about it in *Listeners*, like *Cousins* a second novel. Its story is a curious mixture of realism and implausibility. Jennifer, heroine of Sally Emerson's first novel, is left by her husband and falls in with a sinister family which seems to offer comfort and strength. A new man turns up for her and as such is the family's enemy. There's a suicide, a hint of the



Alice Munro: Canadian stylist

supernatural, a powerful sense of being watched, trailed and pursued about London, a psychic struggle in which Jennifer fights off the malevolent influences, and at last the triumph of love and normality, a fresh start. Good luck for the future (we hope) not necessarily of Jennifer but of the writer of this uneven novel, who shows her true talent intermittently in the descriptions, the atmospheric moments, the sense of urban weather.

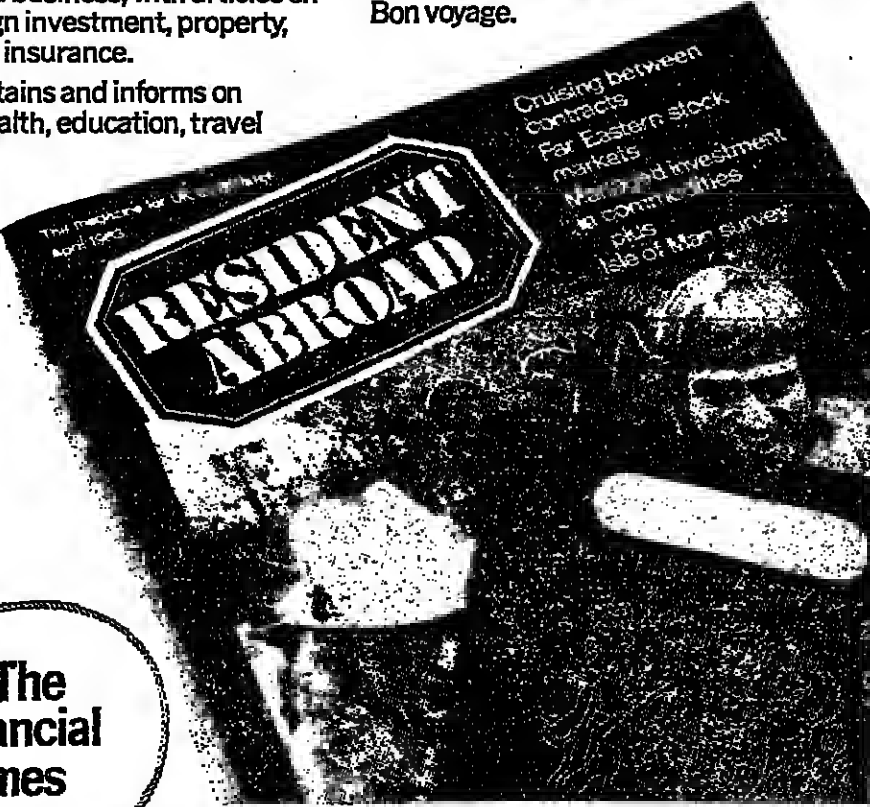
Take it with you when you go.

Resident Abroad is Britain's monthly magazine for people living or working overseas.

It advises and informs on all aspects of finance and business, with articles on UK and foreign investment, property, pensions and insurance.

It entertains and informs on matters of health, education, travel and leisure.

Resident Abroad is available everywhere in the world on monthly subscription from The Financial Times Business Publishing Ltd. If you're thinking of making a move, order it now. Bon voyage.



The Financial Times Business Publishing Ltd

Subscription form

Please return to: Resident Abroad, Marketing Department, Greystoke Place, Fetter Lane, London EC4A 1ND, England.

Please tick appropriate box.

☐ I wish to take out a subscription to Resident Abroad

One year, 12 issues, at:

☐ £26.00 UK

☐ £30.00/US\$60.00 Overseas

Airspeeded

Payment must accompany order. I enclose my cheque made payable to FT Business Publishing. Debit my credit card—tick choice

☐ American Express ☐ Access

☐ Barclaycard/Visa ☐ Diners

Card number

Address

Signed

Date

Job Title

Nature of Business: Registered address: Breckley House, 30 Cannon Street, London, EC4A 4AF. Registered number 200066

Bright day

BY GAY FIRTH

Godfrey: A Special Time Remembered
by Jill Bennett and Suzanne Goodwin. Hodder and Stoughton, £7.95, 186 pages

Jill Bennett, one of our most stylish leading ladies nowadays, was a very young actress indeed when she met Godfrey Tearle, then leading the pack as Macbeth and Othello in the 1949 Stratford season. He was in his mid-60s; once-widowed, twice divorced; a matinee idol the more impressive for being a good actor, too.

Nothing was more likely than that Miss Bennett would be dazzled. Nothing—as she modestly points out—was less likely than that he would pay her more than the slightest attention. But he paid her a good deal more than that: for four years, until Godfrey Tearle's death in 1953, they were inseparable companions. Her book is a memoir of the delight they took in one another's company, a glimpse into the working lives of two busy actors, and the theatre, of that time; and a meditation upon a relationship which evidently, now as then, pro-

vides the cornerstone of Miss Bennett's life.

'I resist calling what we shared a love affair. I prefer to call it a passionate friendship. But whatever love it is



Jill Bennett: 'passionate friendship'

that I have for Godfrey, I have never got over him.' Young as she was, and dazzled, she was no dotty dolly. Any kind of serious friendship requires good manners, a high degree of mutual independence, and real respect to make it work and keep it working. Subjected

to some hostility and a good deal of curiosity, this friendship survived strains in a profession not noted for absence of tensions in the best of times. Miss Bennett evidently found it a source of maturity, as well as sheer fun. It seems at least as likely that Godfrey Tearle benefited likewise. December has as much to learn from May as May from December.

Parts of the book are very touching, and it rattles with theatrical names, past productions, dry martini, champagne, and affection. Jill Bennett herself seems oddly at a distance; placed there, perhaps, by shared authorship of a story which might have been more effectively written alone. The sentences are neat, tidy, and crisp. People and friendships, if they are real, are not. But this account of friendship has the ring of truth. It would be fascinating to know—Miss Bennett has the prompt copy—against which speech in *Othello* Godfrey Tearle scrawled in the margin: 'Get through this speech as quickly as possible. It is very boring.' But we cannot know everything. Nor should we.

Euro-man speaks

BY IAN DAVIDSON

Postwar: The Dawn of Today's Europe
by Richard Mayne. Thames and Hudson, £10.50, 336 pages

'Today's Europe' is not a phrase likely to inspire excitement in the casual observer of the international scene in the early 1980s. On the one hand, the suicide continent suffers from inflation, recession, austerity, unemployment; on the other, the European Community was designed to bring the quarrelling nations closer together, seems stuck in a ten-year-old groove, perpetually arguing about anachronistic policies.

Uniquely qualified to remind us that things were not always thus, and that despite its all-too-visible wars the European Community is one of the most extraordinary creations in international political history, the product of a remarkable decade of hope and creativity. He was deeply involved in that creative process, as an associate of Walter Hallstein, first President of the European Commission, and of Jean Monnet, popularly known as the 'Father of Europe,' and he has set out to tell the history of the turbulent years which led up to the foundation of the Common Market.

It is a vivid story, fluently

ing of the guns in 1945 to the signature of the Rome Treaty in 1957. But unlike conventional diplomatic histories, Mayne's account reaches out into many other dimensions of what life was really like in Europe then, from Marshall Aid to French economic planning, from Albert Camus to Günther Grass, from the Nuremberg trials to swinging London, from Enrico Mattei to Marcel Bich.

The essential bones of this history have been gone, over many times before. But partly by virtue of many personal touches, Mayne succeeds in presenting a 3-D picture which is interesting, readable and graphically. As a quid pro quo would be increased. 'Any talk

Crimes BY WILLIAM WEAVER

No Man's Island by Jessica Mann. Macmillan, £6.50, 190 pages

The book has two narrators—the gifted author and the pleasantly humping leading man—and sometimes the gears crash as they are shifted. There is also little suspense in the detection of the bad guys, since Ms Mann is so fair about providing clues that the alert reader will guess the identity of the guilty in short order. But neither of these flaws, minor as they are, should mar the same reader's enjoyment. For this is one of those books in the series that manages successfully to create a whole community, conveying its individual personality and the various individuals and

Special praise for the clean, correct, un-filly prose.

Corporal Smithers, Deceased by Jack Scott. Gollancz, £6.95, 171 pages

Beautifully described regular Army background, with Naafi and Brassie, cock-ups and booze-ups. And CSM Ackroyd, who seems like a parody, but as anyone who has served in HM forces will know is terribly close to reality. Jack Scott, creator of the less amiable DI Roshier in another series, has outdone himself in the delineation of this extraordinary and, underneath, human Army. The other players in the very funny tale are also well conceived. A pity that, towards the end, too many pages of explanation are required to untangle the

A fourth option is to design a series of short stories to do the same.

هكزامن لأصل

Eurobond Quotations and Yields



The Association
of International
Bond Dealers

at 29th APRIL 1983

NEW ISSUE activity in the Eurodollar sector in April rose to over \$30m, with more than \$20m launched during the second half of the month alone. As stock markets boomed worldwide, so the number of convertible issues and bonds with warrants to purchase equity became a feature of the market.

Of the 12 new dollar issues launched during the last week of the month, six were equity linked. BHP-Bank started the ball rolling the previous week when it launched a \$25m 7 1/2 per cent issue, carrying two warrants per bond to buy nine shares in the bank at DM 271 each. As the value of the shares was rising the issue became an immediate success.

Those bonds with the option

Eurobonds in April

BY OUR EUROMARKETS STAFF

to purchase equity which emerged during the final week of April included a \$125m ten-year issue for Seagram, the Canadian distiller, increased almost immediately from an original \$100m. Each 7 per cent bond has 28 warrants to buy one share each at \$37.

Degussa, the West German chemicals group, launched a \$50m ten-year issue carrying an

8 1/2 per cent coupon and two warrants per bond to purchase a total of four shares in the company at DM 320 each. Issued the same day was a \$40m convertible for the alarm manufacturer Secom, and Credit Suisse came to the market with a \$100m seven-year issue at 7 per cent, with each bond having ten warrants to buy one share each in Credit

Suisse at SwFr 2,200.

As the month closed Deutsche Bank topped this sector to raise \$100m in an eight-year 6 1/2 per cent issue with three warrants attached to purchase a total of four shares at DM 335 each. This was issued simultaneously with a DM 240m bond with warrants in the D-mark sector.

A further response to the

strength of world stock markets came with the cutting of the coupon on the \$100m 15-year convertible offering for Minebea, the Japanese miniature bearing company, from an indicated 5 1/2 to 5 1/4 per cent.

Bank names once more dominated the Eurodollar primary market in April, with most of the new issues again being interest rate swap transactions, where the bank exchanges its fixed rate debt for the floating rate debt of an unnamed counterparty. An exception to the preponderance of banks in such deals was an interest rate swap bond for Mitsubishi Corporation, Japan's largest trading concern. This \$100m seven-year 10 1/2 per cent issue was the first interest rate swap for a Japanese company.

Prices in the Eurodollar secondary market rose on average by over two points during the month, while the six-month Eurodollar deposit rate fell by around 1 per cent to close at 9 per cent on Friday 28th.

The six-month Euro D-mark deposit rate remained stable throughout April. The market here continued to look for some optimistic news from the U.S. and as many investors switched their interest to the booming stock markets, prices in the D-mark sector fell slightly over the month.

The new issue calendar,

scheduled to run until May 20, was set on April 14, and comprised eleven public issues and three private placements, totaling DM 1.67bn. Although the amount did not present worries, dealers cast doubt on the quality of some of the borrowers.

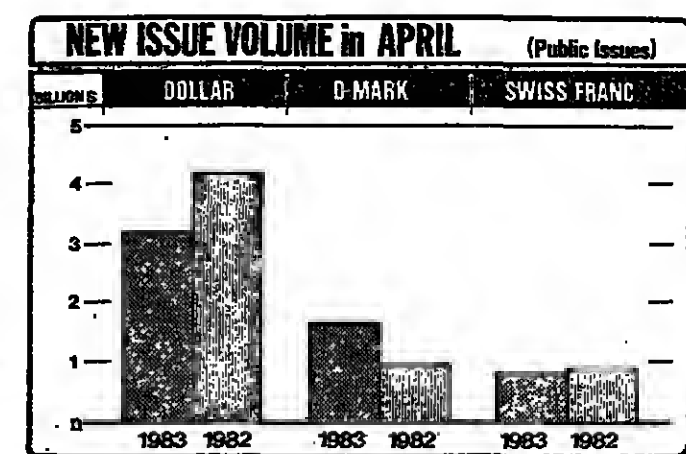
France Euro-deposit rate rose by over 1 per cent during the month, prices still managed to rise slightly. This market was still deluged by a large number of Japanese placements, but again, as the Japanese stock market improved so the increased demand for con-

mean that in future fewer Japanese companies will tap the Swiss franc and other overseas capital markets.

A SwFr 100m five-year 5 1/2 per cent private placement for Britain's Finance for Industry was launched in this sector during the month. Sodic and S G Warburg arranged the deal, which is believed to be the first currency and interest rate swap between Swiss francs and sterling.

Some renewed new issue activity was seen in the Eurosterling markets during April, which reflected the recovery of sterling in foreign exchange markets. A \$50m eight-year 11 1/2 per cent bond for the European Investment Bank became the first Eurosterling issue since January. This was followed by a \$50m Eurosterling bond for BOC, with identical terms to the EIB issue, although less well received.

New Zealand came to the domestic sterling market with a \$100m building bond. This 25-year issue, priced at 93.89 with an 11 1/2 per cent coupon to yield 130 points over the equivalent British Treasury Stock, was the first "building" to be launched since January.



The third week of the month saw no new issues in this sector, which gave the market a welcome breathing space and a chance to absorb some of the outstanding paper from the old calendar.

In the Swiss franc sector, where the six-month Swiss

vertibles resulted in several of these issues having their coupons set below the levels originally indicated.

During April the Japanese Ministry of Finance approved the relaxation of rules governing the domestic flotation of convertible bonds, which could

CONTENTS

GROUP HEADINGS	PAGE	GROUP HEADINGS	PAGE	GROUP HEADINGS	PAGE
US Dollars—Algeria	I	US Dollars—New Zealand	II	Japanese Yen	IV
—Argentina	II	—Norway	II	Kuwaiti Dinars	IV
—Australia	I	—Panama	II	Kroner (Denmark)	IV
—Austria	I	—Papua	II	Kroner (Norway)	IV
—Belgium	I	—Portugal	II	Luxembourg Francs	IV
—Bolivia	I	US Dollars—Singapore	II	Saudi Riyals	IV
—Brazil	I	—South Africa	II	Sterling/DM	IV
US Dollars—Canada	I	—Spain	II	Australian Dollar/DM	IV
—Colombia	I	—Sweden	II	External Sterling Issues	IV
—Denmark	II	US Dollars—Switzerland	II	Sterling Floating Rate	IV
—Finland	II	—Venezuela	II	Special Drawing Rights	IV
US Dollars—France	II	—United Kingdom	II	Convertibles—Australia	IV
—Germany	II	—United States	II	—Canada	IV
—Greece	II	US Dollars—Multinational	III	—Denmark	IV
US Dollars—Hong Kong	II	—Supranational	III	Convertibles—France	IV
—Hungary	II	US Dollars—Floating Rate	III	—Hong Kong	IV
—Iceland	II	Australian Dollars	III	—Japan	IV
—Iran	II	Austrian Schillings	III	—Luxembourg	IV
US Dollars—Ireland	II	Canadian Dollars	III	—Netherlands	IV
—Luxembourg	II	Eurodollars	III-IV	Convertibles—Singapore	IV
—Mexico	II	Euro Composite Units	IV	—S. Africa	IV
—Italy	II	Euro Currency Units	IV	—Sweden	IV
US Dollars—Japan	II	Euro Units of Account	IV	—Switzerland	IV
—Korea	II	French Francs	IV	—UK	IV
—Netherlands	II	Hong Kong Dollars	IV	Convertibles—US	IV-VI

The table of quotations and yields gives the latest rates available on April 29, 1983.

This information is from reports from official and other sources which the Association of International Bond Dealers considers to be reliable, but adequate means of checking its accuracy are not available and the Association does not guarantee that the information it contains is accurate or complete.

All rates quoted are for indication purposes only and are not based on, nor are they intended to be used as a basis for, particular transactions. In quoting the rates the Association does not undertake that its members will take in all the listed Eurobonds and the Association, its members and the dealers, accept no responsibility for errors in the table.

COMPILED FOR THE ASSOCIATION OF INTERNATIONAL BOND
DEALERS BY DATASTREAM INTERNATIONAL LTD

ISSUE NO.	ISSUE DATE	ISSUE TYPE	ISSUE SIZE	ISSUE PRICE	ISSUE YIELD	ISSUE DURATION	ISSUE CURRENCY	ISSUE DESCRIPTION	ISSUE YIELD	ISSUE DURATION	ISSUE CURRENCY	ISSUE DESCRIPTION
100	1983	100	100	100	100	100	100	100	100	100	100	100
101	1983	101	101	101	101	101	101	101	101	101	101	101
102	1983	102	102	102	102	102	102	102	102	102	102	102
103	1983	103	103	103	103	103	103	103	103	103	103	103
104	1983	104	104	104	104	104	104	104	104	104	104	104
105	1983	105	105	105	105	105	105	105	105	105	105	105
106	1983	106	106	106	106	106	106	106	106	106	106	106
107	1983	107	107	107	107	107	107	107	107	107	107	107
108	1983	108	108	108	108	108	108	108	108	108	108	108
109	1983	109	109	109	109	109	109	109	109	109	109	109
110	1983	110	110	110	110	110	110	110	110	110	110	110
111	1983	111	111	111	111	111	111	111	111	111	111	111
112	1983	112	112	112	112	112	112	112	112	112	112	112
113	1983	113	113	113	113	113	113	113	113	113	113	113
114	1983	114	114	114	114	114	114	114	114	114	114	114
115	1983	115	115	115	115	115	115	115	115	115	115	115
116	1983	116	116	116	116	116	116	116	116	116	116	116
117	1983	117	117	117	117	117	117	117	117	117	117	117
118	1983	118	118	118	118	118	118	118	118	118	118	118
119	1983	119	119	119	119	119	119	119	119	119	119	119
120	1983	120	120	120	120	120	120	120	120	120	120	120
121	1983	121	121	121	121	121	121	121	121	121	121	121
122	1983	122	122	122	122	122	122	122	122	122	122	122
123	1983	123	123	123	123	123	123	123	123	123	123	123
124	1983	124	124	124	124	124	124	124	124	124	124	124
125	1983	125	125	125	125	125	125	125	125	125	125	125
126	1983	126	126	126	126	126	126	126	126	126	126	126
127	1983	127	127	127	127	127	127	127	127	127	127	127
128	1983	128	128	128	128	128	128	128	128	128	128	128
129	1983	129	129	129	129	129	129	129	129	129	129	129
130	1983	130	130	130	130	130	130	130	130	130	130	130
131	1983	131	131	131	131	131	131	131	131	131	131	131
132	1983	132	132	132	132	132	132	132	132	132	132	132
133	1983	133	133	133	133	133	133	133	133	133	133	133
134	1983	134	134	134	134	134	134	134	134	134	134	134
135	1983	135	135	135	135	135	135	135	135	135	135	135
136	1983	136	136	136	136	136	136	136	136	136	136	136
137	1983	137	137	137	137	137	137	137	137	137	137	137
138	1983	138	138	138	138	138	138	138	138	138	138	138
139	1983	139	139	139	139	139	139	139	139	139	139	139
140	1983	140	140	140	140	140	140	140	140	140	140	140
141	1983	141	141	141	141	141	141	141	141	141	141	141
142	1983	142	142	142	142	142	142	142	142	142	142	142
143	1983	143	143	143	143	143	143	143	143	143	143	143
144	1983	144	144	144	144	144	144	144	144	144	144	144
145	1983	145	145	145	145	145	145	145	145	145	145	145
146	1983	146	146	146	146	146	146	146	146	146	146	146
147	1983	147	147	147	147	147	147	147	147	147	147	147
148	1983	148	148	148	148	148	148	148	148	148	148	148
149	1983	149	149	149	149	149	149	149	149	149	149	149
150	1983	150	150	150	150	150	150	150	150	150	150	150
151	1983	151	151	151	151	151	151	151	151	151	151	151
152	1983	152	152	152	152	152	152	152	152	152	152	152
153	1983	153	153	153	153	153	153	153	153	153	153	153
154	1983	154	154	154	154	154	154	154	154	154	154	154
155	1983	155	155	155	155	155	155	155	155	155	155	155
156	1983	156	156	156	156	156	156	156	156	156	156	156
157	1983	157	157	157	157	157	157	157	157	157	157	157
158	1983	158	158	158	158	158	158	158	158	158	158	158
159	1983	159	159	159	159	159	159	159	159	159	159	159
160	1983	160	160	160	160	160	160	160	160	160	160	160
161	1983	161	161	161	161	161	161	161	161	161	161	161
162	1983	162	162	162	162	162	162	162	162	162	162	162
163	1983	163	163	163	163	163	163	163	163	163	163	163
164	1983	164	164	164	164	164	164	164	164	164	164	164
165	1983	165	165	165	165	165	165	165	165	165	165	165
166	1983	166	166	166	166	166	166	166	166	166	166	166
167	1983	167	167	167	167	167	167	167	167	167	167	167
168	1983	168	168	168	168	168	168	168	168	168	168	168
169	1983	169	169	169	169	169	169	169	169	169	169	169
170	1983	170	170	170	170	170	170	170	170	170	170	170
171	1983	171	171	171	171	171	171	171	171	171	171	171
172	1983	172	172	172	172	172	172	172	172	172	172	172
173	1983	173	173	173	173	173	173	173	173	173	173	173
174	1983	174	174	174	174	174	174	174	174	174	174	174
175	1983	175	175	175	175	175	175	175	175	175	175	175
176	1983	176	176	176	176	176	176	176	176	176	176	176
177	1983	177	177	177	177	177	177	177	177	177	177	177
178	1983	178	178	178	178	178	178	178	178	178	178	178
179	1983	179	179	179	179	179	179	179	179	179	179	179
180	1983	180	180	180	180	180	180	180	180	180	180	180
181	1983	181	181	181	181	181	181	181	181	181	181	181
182	1983	182	182	182	182	182	182	182	182	182	182	182
183	1983	183	183	183	183	183	183	183	183	183	183	183
184	1983	184	184	184	184	184	184	184	184	184	184	184
185	1983	185	185	185	185	185	185	185	185	185	185	185
186	1983	186	186	186	186	186	186	186	186	186	186	186
187	1983	187	187	187	187	187	187	187	187	187	187	187
188	1983	188	188	188	188	188	188	188	188	188	188	188
189	1983	189	189	189	189	189	189	189	189	189	189	189
190	1983	190	190	190	190	190	190	190	190	190	190	190
191	1983	191	191	191	191	191	191	191	191	191	191	191
192	1983	192	192	192	192	192	192	192	192	192	192	192
193	1983	193	193	193	193	193	193	193	193	193	193	193
194	1983	194	194	194	194	194	194	194	194	194	194	194
195	1983	195	195	195	195	195	195	195	195	195	195	195
196	1983	196	196	196	196	196	196	196	196	196	196	196
197	1983	197	197	197	197	197	197	197	197	197	197	197
198	1983	198	198	198	198	198	198	198	198	198	198	198
199	1983	199	199	199	199	199	199	199	199	199	199	199
200	1983	200	200	200	200	200	200	200	200	200	200	200
201	1983	201	201	201	201	201	201	201	201	201	201	201
202	1983	202	202	202	202	202	202	202	202	202	202	202
203	1983	203	203	203	203	203	203	203	203	203	203	203
204	1983	204	204	204	204	204	204	204	204	204	204	204
205	1983	205	205	205	205	205	205	205	205	205	205	205
206	1983	206	206	206	206	206	206	206	206	206	206	206
207	1983	207	207	207	207	207	207	207	207	207	207	207
208	1983	208	208	208	208	208	208	208	208	208	208	208
209	1983	209	209	209	209	209	209	209	209	209	209	209
210	1983	210	210	210	210	210	210	210	210	210	210	210
211	1983	211	211	211	211	211	211	211	211	211	211	211
212	1983	212	212	212	212	212						

[illegible]

A fourth option is to decrease the price increase by about four per cent.

[illegible]

[illegible]

graph option. As a *quid pro quo* would be increased. "Any talk A fourth option is to declare

...and the *Journal of the American Medical Association* (JAMA) ...

Tel: 01-623 1211 ext. 307

PP—Private Placement (the smallest denomination may be larger than the usual DM 1,000 of public issue)

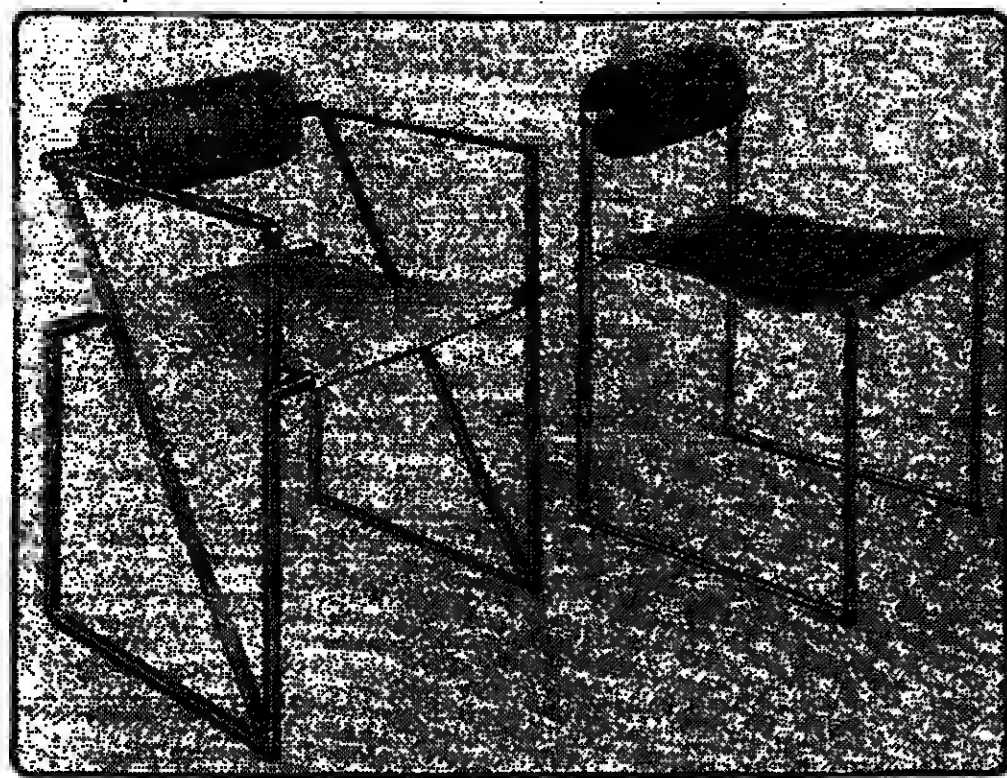
Tel: (214) 489-8300
Telex: 238400 FITCH

HOW TO SPEND IT

by Lucia van der Post

Give your home a face-lift

A taste of what the Interior Design Exhibition offers



TO BE shown at the Interior Design International Exhibition at Olympia, London next week is a collection of furniture from an Italian company called Alias. The chairs are of striking appearance and will not be to everybody's taste but they are important indications of the directions in which some designers are moving.

The range goes by the name of Spaghetti, the chairs in particular are identified as Prima, right, and Seconda, left. Both were designed by a Swiss architect, Mario Botta,

both have tubular steel frames and seats in pressed varnished steel with either a black matt or grey metallic finish. The back is made up of two cylindrical pieces of dark grey expanded soft polyurethane. Prima is £119 (plus VAT), Seconda is £138 (plus VAT). They are on sale now in good modern furniture shops all over the country but if you have trouble finding them write to Alias, 1-2 Cosser Street, London SE1. If you are going to the exhibition look out on the same stand for some outstanding lighting by Artemide.

IT IS not often that one senses a completely new change of direction in design and decoration but this year I get the distinct feeling that the winds of change are blowing quite strongly. All the small rustic prints that beguiled us over the last few years no longer seem quite so enchanting—they all have sense of déjà vu, an air of being a little out of key with the times.

Most designers report a much stronger feeling for elegance and formality in the home furnishings world. Sophisticated painting techniques like rag-rolling and stippling are becoming increasingly popular and these decorative arts seem to have replaced cooking as the sought-after hobby plus income for women whose children have fled the nest and young girls without an academic bent.

If you want a quicker way of achieving similar effects many wallpaper companies—notably Osborne and Little with its Nuage and Plains collection and Hill and Knowlton (written about elsewhere on the page)—now offer papers which convincingly simulate these finishes.

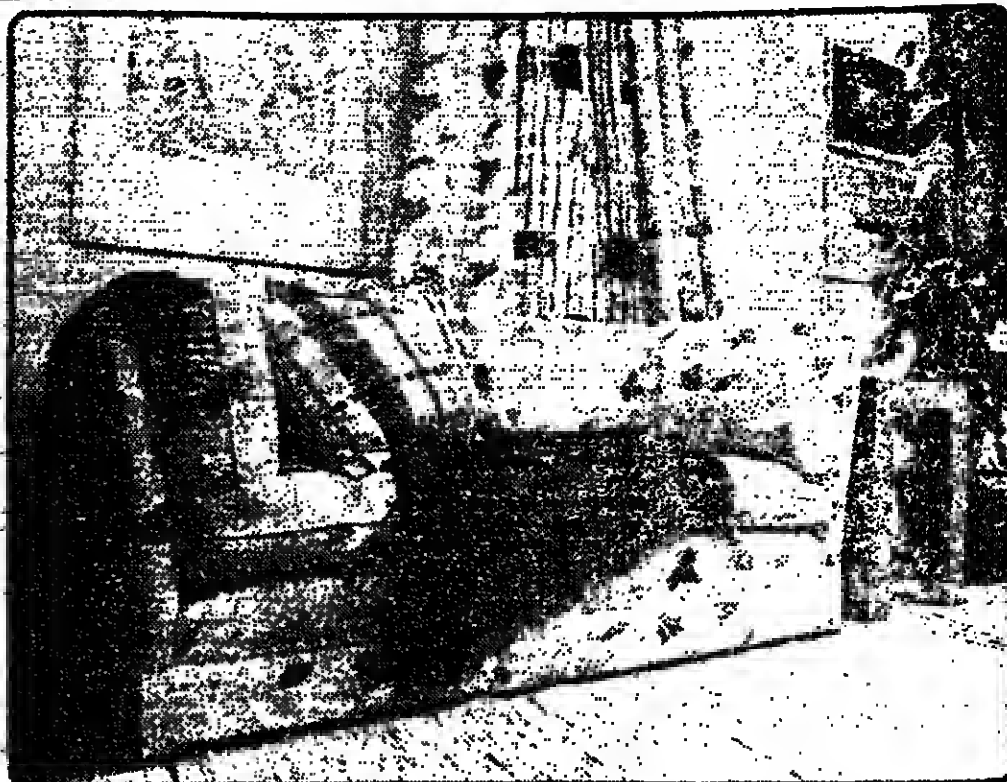
Many of these techniques are also being used very successfully on furniture. Anybody who has some furniture that is inherently insignificant—plain old whitewashed chests or badly-stripped pine for instance—will find that there is plenty of help at hand for improving the pieces. The Colour

range of products helps revitalise the wood—there are lotions for removing old paint, varnish or polish. Liquids for reviving the wood and then a range of oils and stains designed to make the wood look richer and more alive.

If you want to stain the wood the new Dulux range of woodcare products are also marvellous and the range of 40 monthwatering colours (including the soft old colours like a bluey-grey, Passion Fruit, a pinkish stain). Both companies produce excellent leaflets telling you exactly how to use the products.

Finally, most exhibitions are such an amorphous mass of the good, the bad and indifferent that it isn't surprising that many people can't face them. Starting on Sunday is what I regard as one of the best exhibitions for those seriously interested in interior design and what is happening at the rather avant-garde end, the Interior Design International Exhibition at Olympia. Officially it is open only to the trade but any member of the public sufficiently interested may attend if they pay a £3 registration fee at the entrance. The exhibition is a refined and edited version of the bigger home shows put on elsewhere with most of the tat eliminated. On until Thursday, the exhibition is open on Sunday from 12 noon to 6 pm. Mon to Wed from 10 am to 6 pm and on Thursday from 10 am to 5 pm.

New design and decorating trends in the pipeline



THOSE WHO associate Designers Guild with the softest, prettiest range of florals and plain pastels that the decorating world has seen will probably find it difficult at first to adjust to Tricia Guild's new collection. I have been looking at the samples for the past three weeks and only now am I beginning to feel at ease with the change of direction.

Instead of the recognisable images of flowers, leaves and pretty

patterns, there are bold splodges set at intervals on creamy, spattered backgrounds. The colours are neither soft pastels nor bright primaries but more sober, earthy colours all used in a bold, almost primitive way. Looking at small swatches of the fabrics will give you no idea at all of how effective and dramatic they can look when used on a chair or, as here, on a sofa, or combined with toning wallpapers, as curtains. Tricia Guild calls the collection

"Angles," and there are three main colour groups—indigo, crimson and ochre. In 100 per cent cotton all the fabrics are £12.50 per metre. These tone with existing wallpapers which are £9.50 a roll. The new range is not meant to replace existing collections but is offered to customers as an alternative. "I felt if I didn't change direction my designs would become repetitive and I wanted to work with abstracts," says Tricia Guild.



ONE OF the most exciting new products to be seen at the Interior Design Exhibition at Olympia next week is something called a Maybrik.

A Maybrik looks for all the world exactly like a brick. It is made in exactly the same way but because it is only 1/2 in. thick it is infinitely easier to lay. Until now anybody who wanted a real brick floor (and how much gentler and more authentic they look than all those garish ceramic tiles that were so popular a decade ago) had to embark on the expensive business of excavating part of the floor, trunnelling the doors and so on—the Maybrik is no more difficult to lay than ordinary tiles. To practice this seems to mean that those who want the aesthetic pleasures of a brick floor can now achieve this at considerably less expense.

The Maybrik is said to be as strong as thicker bricks and has been fired to withstand both intense heat and cold so those with patios can extend the house visually by using the Brik both inside and out.

Some of the visual effect of the Maybrik can be seen in the photograph, above, where it has been combined with oak strips to give a rather beautiful patterned effect.

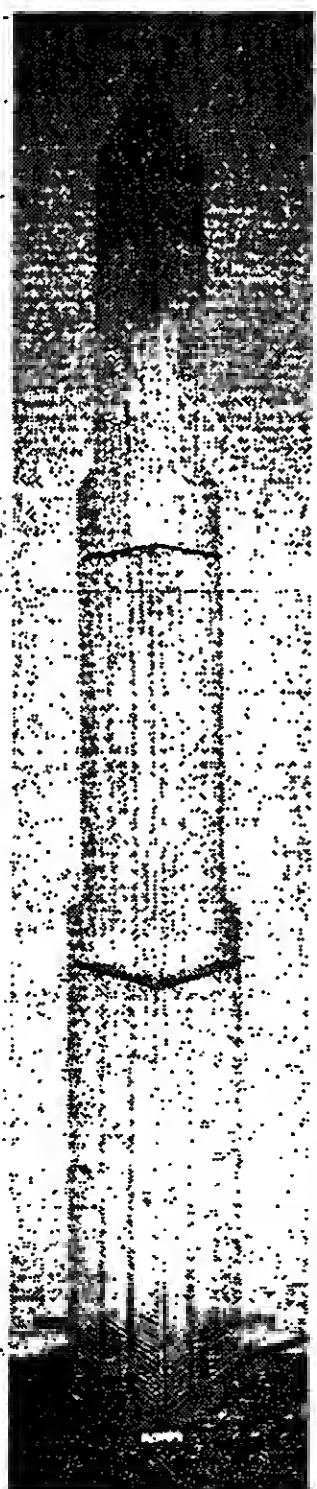
The Brik can be sealed to help give it

extra protection but it is said to be easy to clean, requiring just a sponge-mop. It can be laid over existing vinyl, wood or cement and it comes in a large number of different colours from light sand through to dark mahogany with reddish hues. If you need to match say an existing brick wall, Maybrik will do this, though it will take six weeks.

It costs £35 a square metre, while the oak strip is £1.31 per linear metre. Write to Maybrik UK, Unit 9, Waterside, Hamm Moor Lane, Weybridge, Surrey.

Right can be seen perhaps the most unusual light on show at the exhibition. Designed and made by Jonathan Dickson who describes himself as "an artist in glass" who loves experimenting with sandblasting techniques to create his own decorative effects. The skyscraper light is certainly all his own—in its most dramatic version it is 13 ft high and costs an equally vertiginous £1,200. More modestly it can be made 6 ft high and sold at £300.

Jonathan Dickson's work is available through Propaganda (a company designed to provide props for interior designers) which will be launching itself at the Interior Design Exhibition. If you can't get along to the exhibition Propaganda is at The Studio, Station News, London N3.



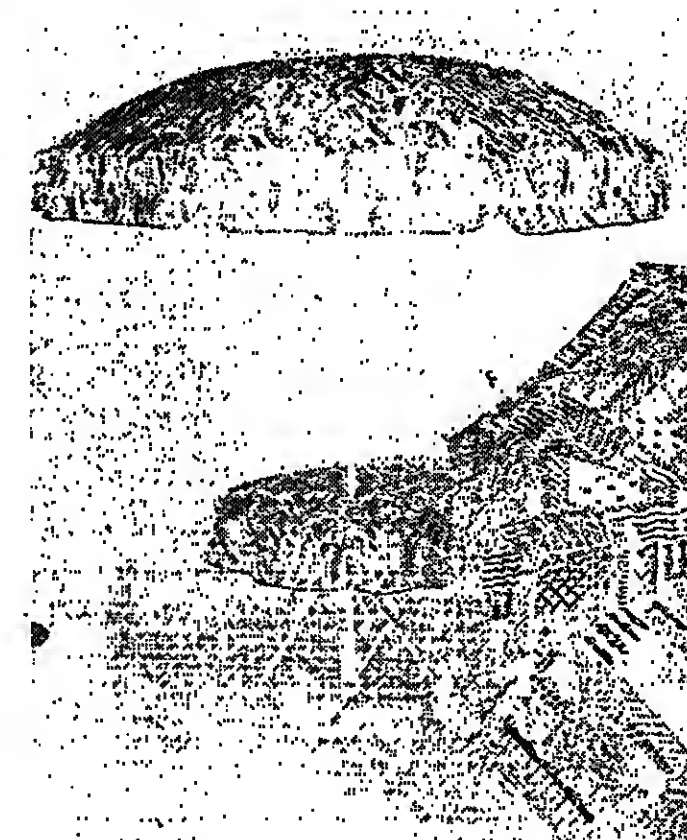
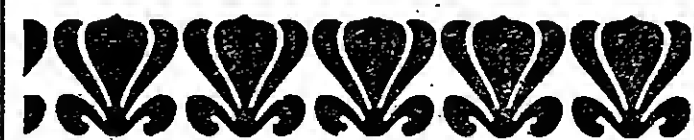
FOR THOSE who don't like such a sharp change of direction and still are searching for the rather old-fashioned, soft look for their homes, Hill and Knowlton of 133, Kew Road, Richmond in Surrey, is a retail shop that is a past-master at providing this look. Besides offering all the usual papers and fabrics, it also issues its own designs of wallpaper fabrics and borders.

They have been well known for a considerable time for the range of borders which come in many different moods and patterns (see the design sketched here below) as well as in many different colours. Prices range from as little as 30p a metre to about 95p a metre. Borders can be particularly effective in old houses where careless modernising has destroyed much of the original character of the rooms—use borders (which originally were a poor man's substitute for plaster panelling and cornices) wherever there would

originally have been either plaster bordering or a dado rail.

Specially new to Hill and Knowlton, however, is a collection of fabrics, wallpapers and borders which are embellished with soft patterns that look like the old stencilled patterns found in Pennsylvania and so much now a feature of American folk design. The Hill and Knowlton version is extraordinarily pretty and can be used in many ways—wide and narrow borders can be co-ordinated with plain or stencil-patterned wallpaper and there is a fabric with a very traditional stencil-type theme (part of the pattern is seen sketched (above)).

Prices seem very reasonable—fabric is £9 a metre, wallpaper £7.65 (both excluding VAT). Look out too for Hill and Knowlton's new collection of wallpaper with simulated rag-pointed effects—very soft and effective. These papers, too, are £8.20 a roll.



SUSAN Collier and Sarah Campbell have been an established duo in the world of textile designs for many years—aficionados of their style have tracked down the Collier Campbell look wherever it was to be found. Just recently the two sisters have set up a new company—instead of being just textile designers, selling designs to the cloth manufacturers or retailers, they now have their own company which buys grey cloth, puts on it their own designs and then sells the finished fabrics to shops all over the world.

Their latest collection is simply stunning—the furnishing fabric department of Liberty of Regent Street has currently given over one corner to an imaginative display of the collection showing just how glorious the designs are and how several of them can be made to work together. However, the fabric is also sold in many other fabric shops and good department stores up and down the country.

The collection is called Six

Views and offers six entirely different looks (subtitled Cete d'Azur, a Matisse-like print shown here on the umbrella on the right of the picture, His Vana, shown on the umbrella and tablecloth at the back, Roman, Water Meadow, Spice Route and Cabbah). The colourways vary from subtle watery sophisticated almost flat-like designs to bold colourful almost painterly effects.

Collier Campbell feel strongly that they want to produce fabrics that can be used in many different ways—ruched in grand houses, flat and simply hung in smaller ones, as blinds, as curtains or as upholstery.

The collection is extremely reasonably priced—all are £7.95 a metre, and the fabric is specially wide—137 centimetres.

In the photograph Cote d'Azur and Havan are used on Bayes—stock's garden furniture—the umbrellas are £49, the tables £39.95 and they are sold by the Army, and Navy, Bromley and Liberty of London.



No FT...no comet.

The Amazing Years of Early special effects. The 1930s (and '40s) seemed pretty silly by

Special effects
Fox) seemed pretty silly back
in 1958 when it came out.
Re-seen today, it proves a major
masterpiece of lovable imma-
tude. Scientist Al Hedison
inadvertently traps a blue
bottle inside one of his "di-
integrator" integrators'—
machines to transport objects
(through space). The fright-
twofold result is a fly with
a human head and a human with
a fly head. Enter Vincent Price.
Not as a fly but as Hedison's
brother-in-law, with velvet-voiced
snarl and interesting sugges-
tions for improving the
situation.

The human-headed fly tends
to squeak "Help me, help me"
in a high frequency designed to
be heard only by your dog; who
will suddenly prick up his ears
in interest and bark at the
apparent silence.

The visual effects are
desperate and cherishable. One
especially warms to the blurrily
kaleidoscopic. *Ry's-eye-view*

shots, which suggest this twice-over should make an immediate appointment with his optician. Kurt Neumann produced and directed, and James Clavelle (later of *Shogun*) wrote the script. There is also, if you are feeling sillier still, the sequel *Beats of the Heart* (CBS/Fox), in which Al Hedison, Vincent Price and the huzzing, vintage do just that.

For grand guignol of high intelligence and no silly special effects, please leap a quarter-century further on and find Stanley Kubrick's *The Shining* (Warner Home Video). This was rudely gobbled by critics on its release, who were no doubt hoping for something more visually Gothic. Kubrick has turned Stephen King's shock-horror novel about a haunted Colorado hotel—with hot and cold running guns in the walls and blood, sluicing the lifts and shafts—into a brilliant meta-physician's morality melodrama. It's all about America, built atop past guilts as the hotel is built on a Navajo herial ground. It's all about time, chasing its own tail in subtly horrific roundelays of we-have-been-here-before. And it's all about the madman dancing in the eyes of a demised caretaker. Jack Nicholson as he is caught, like all of us, in the freezing machine of the now. Now. Now. Eternity. Superb Almskaking. rids for revelation.

KINGS HEAD, 225 1916. Dnr 7.. Show
8. NOEL & GERTIE devised by Sheridan
Morley, with Jonna Lumley & Simon

LONDON PALLADIUM. 01-437 7373.
Eyes 7.30, mats Sat only 2.45. **LAST**
2 WEEKS OF THE TWO RONNIES. In
their hilarious Revue. **MUST END MAY**
21. SOME SEATS AVAILABLE NOW FOR

[illegible][illegible]

KINGS HEAD, 225 1916. Dnr 7.. Show
8. NOEL & GERTIE devised by Sheridan
Morley, with Jonna Lumley & Simon

[illegible]

NEW LONDON, Drury Lane, WC2, GL
01-405 0072 or 404 4070, Svcs 7-45

OPEN AIR SINGING'S PARK 8 42P 241
 SINGING AND MUSIC 8 42P 241
 MAY 25, 7P. 10P. 11P. 12P. 13P. 14P. 15P. 16P. 17P. 18P. 19P. 20P. 21P. 22P. 23P. 24P. 25P. 26P. 27P. 28P. 29P. 30P. 31P. 32P. 33P. 34P. 35P. 36P. 37P. 38P. 39P. 40P. 41P. 42P. 43P. 44P. 45P. 46P. 47P. 48P. 49P. 50P. 51P. 52P. 53P. 54P. 55P. 56P. 57P. 58P. 59P. 60P. 61P. 62P. 63P. 64P. 65P. 66P. 67P. 68P. 69P. 70P. 71P. 72P. 73P. 74P. 75P. 76P. 77P. 78P. 79P. 80P. 81P. 82P. 83P. 84P. 85P. 86P. 87P. 88P. 89P. 90P. 91P. 92P. 93P. 94P. 95P. 96P. 97P. 98P. 99P. 100P. 101P. 102P. 103P. 104P. 105P. 106P. 107P. 108P. 109P. 110P. 111P. 112P. 113P. 114P. 115P. 116P. 117P. 118P. 119P. 120P. 121P. 122P. 123P. 124P. 125P. 126P. 127P. 128P. 129P. 130P. 131P. 132P. 133P. 134P. 135P. 136P. 137P. 138P. 139P. 140P. 141P. 142P. 143P. 144P. 145P. 146P. 147P. 148P. 149P. 150P. 151P. 152P. 153P. 154P. 155P. 156P. 157P. 158P. 159P. 160P. 161P. 162P. 163P. 164P. 165P. 166P. 167P. 168P. 169P. 170P. 171P. 172P. 173P. 174P. 175P. 176P. 177P. 178P. 179P. 180P. 181P. 182P. 183P. 184P. 185P. 186P. 187P. 188P. 189P. 190P. 191P. 192P. 193P. 194P. 195P. 196P. 197P. 198P. 199P. 200P. 201P. 202P. 203P. 204P. 205P. 206P. 207P. 208P. 209P. 210P. 211P. 212P. 213P. 214P. 215P. 216P. 217P. 218P. 219P. 220P. 221P. 222P. 223P. 224P. 225P. 226P. 227P. 228P. 229P. 230P. 231P. 232P. 233P. 234P. 235P. 236P. 237P. 238P. 239P. 240P. 241P. 242P. 243P. 244P. 245P. 246P. 247P. 248P. 249P. 250P. 251P. 252P. 253P. 254P. 255P. 256P. 257P. 258P. 259P. 260P. 261P. 262P. 263P. 264P. 265P. 266P. 267P. 268P. 269P. 270P. 271P. 272P. 273P. 274P. 275P. 276P. 277P. 278P. 279P. 280P. 281P. 282P. 283P. 284P. 285P. 286P. 287P. 288P. 289P. 290P. 291P. 292P. 293P. 294P. 295P. 296P. 297P. 298P. 299P. 300P. 301P. 302P. 303P. 304P. 305P. 306P. 307P. 308P. 309P. 310P. 311P. 312P. 313P. 314P. 315P. 316P. 317P. 318P. 319P. 320P. 321P. 322P. 323P. 324P. 325P. 326P. 327P. 328P. 329P. 330P. 331P. 332P. 333P. 334P. 335P. 336P. 337P. 338P. 339P. 340P. 341P. 342P. 343P. 344P. 345P. 346P. 347P. 348P. 349P. 350P. 351P. 352P. 353P. 354P. 355P. 356P. 357P. 358P. 359P. 360P. 361P. 362P. 363P. 364P. 365P. 366P. 367P. 368P. 369P. 370P. 371P. 372P. 373P. 374P. 375P. 376P. 377P. 378P. 379P. 380P. 381P. 382P. 383P. 384P. 385P. 386P. 387P. 388P. 389P. 390P. 391P. 392P. 393P. 394P. 395P. 396P. 397P. 398P. 399P. 400P. 401P. 402P. 403P. 404P. 405P. 406P. 407P. 408P. 409P. 410P. 411P. 412P. 413P. 414P. 415P. 416P. 417P. 418P. 419P. 420P. 421P. 422P. 423P. 424P. 425P. 426P. 427P. 428P. 429P. 430P. 431P. 432P. 433P. 434P. 435P. 436P. 437P. 438P. 439P. 440P. 441P. 442P. 443P. 444P. 445P. 446P. 447P. 448P. 449P. 450P. 451P. 452P. 453P. 454P. 455P. 456P. 457P. 458P. 459P. 460P. 461P. 462P. 463P. 464P. 465P. 466P. 467P. 468P. 469P. 470P. 471P. 472P. 473P. 474P. 475P. 476P. 477P. 478P. 479P. 480P. 481P. 482P. 483P. 484P. 485P. 486P. 487P. 488P. 489P. 490P. 491P. 492P. 493P. 494P. 495P. 496P. 497P. 498P. 499P. 500P. 501P. 502P. 503P. 504P. 505P. 506P. 507P. 508P. 509P. 510P. 511P. 512P. 513P. 514P. 515P. 516P. 517P. 518P. 519P. 520P. 521P. 522P. 523P. 524P. 525P. 526P. 527P. 528P. 529P. 530P. 531P. 532P. 533P. 534P. 535P. 536P. 537P. 538P. 539P. 540P. 541P. 542P. 543P. 544P. 545P. 546P. 547P. 548P. 549P. 550P. 551P. 552P. 553P. 554P. 555P. 556P. 557P. 558P. 559P. 560P. 561P. 562P. 563P. 564P. 565P. 566P. 567P. 568P. 569P. 570P. 571P. 572P. 573P. 574P. 575P. 576P. 577P. 578P. 579P. 580P. 581P. 582P. 583P. 584P. 585P. 586P. 587P. 588P. 589P. 590P. 591P. 592P. 593P. 594P. 595P. 596P. 597P. 598P. 599P. 600P. 601P. 602P. 603P. 604P. 605P. 606P. 607P. 608P. 609P. 610P. 611P. 612P. 613P. 614P. 615P. 616P. 617P. 618P. 619P. 620P. 621P. 622P. 623P. 624P. 625P. 626P. 627P. 628P. 629P. 630P. 631P. 632P. 633P. 634P. 635P. 636P. 637P. 638P. 639P. 640P. 641P. 642P. 643P. 644P. 645P. 646P. 647P. 648P. 649P. 650P. 651P. 652P. 653P. 654P. 655P. 656P. 657P. 658P. 659P. 660P. 661P. 662P. 663P. 664P. 665P. 666P. 667P. 668P. 669P. 670P. 671P. 672P. 673P. 674P. 675P. 676P. 677P. 678P. 679P. 680P. 681P. 682P. 683P. 684P. 685P. 686P. 687P. 688P. 689P. 690P. 691P. 692P. 693P. 694P. 695P. 696P. 697P. 698P

SPRING, INFO DANCE Phone 01-274
1983 C24 hrs. the details of
HMS 24hr. office

...and the

COLLECTING

Laura Knight's Yorkshire

BY JUNE FIELD

"STAITHESS is the place to go. There is nowhere like it on all the coast for painting." These were the words that local art teacher Thomas Barrett used to coax two students to join a small colony of painters who had established themselves in that bleak part of North Yorkshire.

This was the Staithe Group, some 25 to 30 artists who settled in the area between 1880 and 1910. And each year a large quantity of work emanated from Staithe to be exhibited at the Royal Academy, major London and provincial galleries, and the Paris Salon.

The artists were attracted by the open sea and rugged scenery, with its ever-changing range of colour and intensity of light and shade. Summer visitors were a rarity, and only the hard-working villagers thronged the dark narrow streets of Staithe and neighbouring Runswick, both set at the foot of a valley with steep cliffs on each side.

Fishing was the main activity, and the catch would be unloaded, gutted and sold from "cobles", small boats dragged up from the beach; and the women carried large baskets of mussels on their heads over the rocky foreshore.

It was into this harsh but nevertheless appealing environment that the painters Laura Knight and Harold Knight made their first visit in 1895.

The impact was such that for the next 14 years the greater part of their life was spent at Staithe.

Laura originally shared a room in a derelict house on the quay with her benefactor Rosie

Good, daughter of a wealthy Nottingham industrialist whom she had taught to paint. Rosie eventually became the wife of Oliver Shepherd, the Modelling Master at Nottingham, and Laura married Harold in 1903, and later became Dame Laura Knight.

Laura considered Staithe as one of the most vital influences in her life, recording that it was "the struggle that made you strong. It was there I found what I might do." On the moors she saw "greater poverty and misery than seemed possible to bear." And as the painters were equally poor, they were accepted into the local life, even though the villagers, reputedly descended from a race of marauding Norsemen who were wrecked on this dangerous coast in centuries past, did not usually welcome strangers. Proud, aloof and independent, they strongly resisted any attempt at integration with the neighbouring farming and mining communities.

The Knights had to conserve their meagre income, often lying on credit. Money was only available when paintings were sold. Laura cut Harold's hair, and they walked to nearby farms to buy produce. Local models would sit for a farthing an hour. The artists painted out of doors in all weathers. In her autobiography *Oil and Green*, Laura described Fred Jackson (1859-1918), painting at Staithe: "Under the mittens he wore, his fingers were swollen, stiff and chapped, as were the edges of his ears and the wings of his nostrils."

Of the landscape she



Detail from Robert Jobling's "Cobles off Shore" in the Staithe Group exhibition which opens next Saturday for a week at Phillips and Sons, 19 West Street, Marlow, Bucks.

observed: "You could not turn your head without seeing something you wanted to put on canvas."

"There have obviously been exhibitions over the years featuring the individual work of Staithe Group artists—the Knights, Charles Mackay, Rowland Hill, William Mayor, Ernest Riggs and so on. But it was Peter Phillips of Phillips and Sons of Marlow who put on the first exhibition of 'Arthur Friedenson and The Staithe Group' in June 1976.

The four or five years of research before the exhibition had all the components of classic detective style research. Peter Phillips told me, "Initially, the

works of one artist, Arthur Friedenson, were collected. He was a child prodigy who first exhibited at the Royal Academy at the age of 17, and in his early 20s one of his academy exhibits was purchased for the nation via the Chantry Bequest. Sir Winston Churchill described Friedenson's scenes as "second only to Constable," and arranged a Civil List pension for him after the Second World War.

His paintings were carefully

and slowly collected from various sources throughout the UK, but progress on private information came to a complete standstill when his one and only son refused to answer questions about his father."

Then, out of the blue, a request to purchase a painting led to an introduction to Col Peter Hill, the son of Rowland Hill. From the family archives the early history of the Staithe Group was established, gradually leading to the full details of the 25 or so artists who constituted one of the most significant stages in the development of modern British art.

Next Saturday the 12th exhibition of The Staithe Group opens until May 28, every day except Sunday at Phillips Gallery, 19, West Street, Marlow, Bucks. The simple catalogue gives price indications for the first time: up to £600 to £1,200, between £1,200 and £2,400, and there is only one above that amount; Ernest Higgins Riggs' evocative oil, "Coming Home,"

Joseph Bagshaw's "Cobles off Shore" is in the first price category (the lived at Whiffy from about 1903), as is Robert

Jobling's "Staithe Harbour." There are two Harold Knight's "Mending His Net" and "On the Quay" (priced between £600 and £1,200), and a work of Mark Senior (1862-1927) on Runswick Bay. London's Parkin Gallery in Belgrave has exhibited Mark Senior's work, and there is an outstanding display of his paintings at the Wakefield Art Gallery until July 2.

The fully detailed catalogue is £2.95 including postage from Gillian Spencer, Elizabethan Exhibition Gallery, Brook Street, Wakefield, W. Yorks. In it, Mrs Mary Oddie, the artist's granddaughter, reminisces on life at Runswick where holidays were spent. She watched him paint and helped clean his palette and wash his paint brushes, laboriously winding cotton round the bristles so that they dried straight.

Peter Phillips is working on a definitive book of The Staithe Group, expected to be published next year, and a useful general reference is still Harry Turnbull's *Yorkshire Artists—A Short Dictionary*, produced in 1976 by the Thornton Gallery, Snape, Bedale, N. Yorks.

and publishing authoritative handbooks and monographs, two are outstanding. The Yorkshire Postal History Society is only one of a dozen such organisations in the UK but it is by far the most prolific. Since 1967 it has published 16 volumes devoted to the postal history of the town and districts of Yorkshire, plus a band of books dealing with special aspects of postmarks.

The society recently celebrated its 25th anniversary, characteristically by publishing *The Rural Postal Service over Three Centuries* (available for £2.50 from Ronald Ward, 483 Banner Cross Road, Sheffield S11 9HR) from whom details of other publications still in print may be obtained.

The Railway Philatelic Group publishes a quarterly journal, *Railway Philately*, and a series of books dealing with the travelling post offices, railway station postmarks and all aspects of the conveyance of mail by rail. The latest titles, both by Dr A. M. Goodbody, are *An Introduction and Guide to the Travelling Post Offices of Great Britain and The Railway Sub Offices of Great Britain* (£3.00). Add 25p each for postage from A. J. Lowe, Slieve Becks, Grasmere, Ambleside, Cumbria LA22 9PX.

Fred Melville's legacy

STAMPS

JAMES MACKAY

bare travesty of the original, neither one thing nor another. A single example will show how the passage of time presents problems which are difficult to solve. On the opening page of the 1940 version Melville made the telling point that in 1839 it cost 6d to send a letter "which today costs only 14d."

The point was still valid in 1963 when Charles Skilton merely substituted 9d for 14d, but in the current edition the phrase "which today costs only 14d" has been inserted rather lamely, thus completely destroying the impact of the original.

When it comes to publishing books about stamps none is more professional than Stanley

Gibbons who are fortunate in having had for so many years the services of James Watson, recently retired from the assistant editorship of their magazine. Always competent, and painstakingly accurate, and occasionally inspired, by the genius that raises his writing above the ordinary run of philatelic literature, James Watson is at his best when handling difficult subjects.

Gibbons have embarked on a series of attractive paperback priced at £1.25 each and Watson wrote the first three entitled *How to Start, How to Identify Stamps and Collecting by Theme*. The titles are self-explanatory, the text imaginative and the artwork superb. The only fault I can find is that I would have liked to have seen more in the third book about covers, cards and postmarks as adjuncts to the main collection.

When it comes to publishing books about stamps none is more professional than Stanley

titles in the series—*How to Arrange and Write up a Stamp Collection*, *Philatelic Terms Illustrated* and *A Guide to Modern Philately*—are revised editions of old Gibbons standards and it is to be hoped that the revisers have avoided the pitfalls which beset Hodder and Stoughton.

No other hobby spawns such a prodigious amount of words. Apart from the catalogues and the more general books mentioned above, most of this work in varying degrees of specialisation, is done either by dedicated individuals or specialist societies and study groups. In the former category came *Collect British Postmarks* which Dr J. T. Whitney first published himself in 1979. Two editions later, this work has expanded very considerably and has just been released by Longman's at £7.50. With the backing of such a large commercial publisher the future of this postmark collector's bible seems assured, both maintaining and reflecting the steadily increasing interest in postal history. Of the collectors' clubs which devote a large part of their activities to pooling information

SPORT

Raymond Snoddy on the end-of-season battle over the televised football controversy

Soccer with the chips down

WHEN THE final whistle goes on the last Football League game of the season at around 4.40 pm today the last few relegation battles will have been resolved.

But it will also be the final whistle on the four-year agreement between the Football League and the BBC and ITV companies on the televising of football. It is still far from clear whether Britain's leading spectator sport is to be relegated from the screen when the new season opens on August 27. The season expires without a meeting being arranged to reopen talks which broke down amid frustration and abuse last Friday.

In a public relations "own-goal" the Football League had to announce a £3m sponsorship deal with Canon, the Japanese camera manufacturer, almost immediately after the broadcasters had withdrawn their £5.5m television offer.

Canon made it clear that the sponsorship deal, over three seasons, depends, at least to some extent, on football staying on the television screens. If it were an industrial dispute it would be time to call in ACAS. As it is the two sides—the League representatives of special clubs and the broadcasting companies with the Independent Broadcasting Authority and the BBC Board of Governors looking over their shoulders—must get themselves together.

Mr John Bromley, head of NTV sport, one of those leading the negotiations for the broadcasters, says he believes talks will get under way "in a couple of weeks." The television companies now hold all the strong cards in a multi-million-pound poker game.

Mr Graham Kelly, secretary of the Football League, admits as much. "We have not many aces to play. There's no hiding that from the television negotiators. They're not stupid and

they know the score." Mr Kelly believes the League has had a reasonably good season. Interest was maintained to the last match by unresolved relegation battles and although attendance is expected to show a fall of between 5 per cent and 6 per cent the rate of decline has been slowed.

Mr Kelly argues that it is not too bad a performance for 92 separate businesses all to have survived the recession even though several had to be pulled back from the brink in recent years.

There are three main weaknesses in the Football League's negotiating position:

● The clubs need television. The large clubs need it as part of their indirect advertising and sponsorship deals. For the small clubs struggling to survive the £25,000 a season is a welcome windfall.

● The League may have overplayed its hand with the Televised Deal, now withdrawn, which would have raised £8m in return for the exclusive right to show football on pub video screens.

● The decline in interest at the turnstiles has been more than matched by the fall in viewing figures. Mr Bromley says when the last contract began around 12m watched *Match of the Day* and 5m the *Big Match*. Now the figures are less than half that, although an hour's football costs in the region of £100,000, making it one of the more expensive forms of programming.

But Mr Graham Walker, the League's first marketing manager, says "Television needs football and football needs television."

John Bromley says: "We want to try to put football on the air live. It would be for the benefit of football and would rekindle a bit of spirit in the game."

But although the clubs do genuinely seem to be trying to

come to terms with changing circumstances they voted for only four second halves of matches to be shown live as an experiment to see what effect it had on attendance. "I need Bromley says and that is likely to be a sticking point for the broadcasters."

The television negotiators feel that permission for company logos of up to 16 sq inches to appear on shirts on television was a considerable concession. The chances of the BBC's Board of Governors agreeing to such terms for shirt advertising up to 32 sq inches seem remote.

Although the official television line is that the £5.5m offer was for a total package there is probably room for a face-saving compromise over the ownership of overseas rights of football matches.

Mr Jack Dunnott, President of the Football League, and chairman of Notts County, whose career as Labour MP for Nottingham East ended with the dissolution of Parliament yesterday, believes that the League should sit out a season to get a fair price for the product.

But the balance may have shifted against his view with the addition to the League's negotiating team of Mr Peter Robinson, secretary/director of Liverpool and Mr Philip Carter, chairman of Everton.

It would be impossible to forecast the final score between the League and the broadcasters. But deep in the cricket season a deal will probably be reached which will allow the newly named Canon League to appear in some form on national television.

The unfortunate thing is that such a deal may turn out to be the first leg. In two years' time the prospects of new media proliferation—cable and satellite—could make the 1985 poker game even more complex and tense.

Trevor Bailey reports nostalgically and sadly

Why don't sportsmen smile?

MOST PEOPLE remember 1953 as the year of the Queen's Coronation. For me, it was a special year for other reasons. I played in Len Hutton's team that regained the Ashes at the Oval and altogether it was a marvellous year for sport.

Gordon Richards rode his first and only Derby winner and Stanley Matthews dominated a classic FA Cup Final. England were beaten at Wembley for the first time by Hungary, the new soccer wizards. We failed to win a cliff-hanger of a Ryder Cup by only two short misses. Putts and Maureen Connolly (Little Mo) became the new queen of Wimbledon.

Thames Television has brought all these events together in a splendid cavalcade to be shown on Monday. We see yesterday's heroes recalling their triumphs and disappointments.

The preview was a great and

nostalgic occasion for me, combined with a touch of sadness. It left me wondering why sportsmen don't smile so much any more. I can remember the humour and the tricks that went with first-class cricket in those days, and it didn't detract from the dedication we all gave to the game.

Of course, there have been many changes—the birth of massive sports sponsorship and more and better organisation of training facilities and techniques. And maybe this has led to sportsmen getting so involved in the business aspects of their game that they have forgotten how to enjoy it.

I bated losing, but I loved taking part. It is hard to recapture the lighter-hearted nature of those days. There was a marvellous old umpire called Alec Skelving, with white hair, thick pebble glasses and ancient cricket boots. We

always said he couldn't see the other end. Australian Keith Miller once presented him with a white stick. Actually, Alec seldom made a wrong decision.

And few of us can ever forget the time when the gloriously irresponsible Denis Compton was driving to a Test Match and was stopped by a point-duty policeman. "You're going to be late, Denis," said the law, who knew that play started at 11 am that day instead of 11.30. Denis did not.

Perhaps modern sportsmen would call us all irresponsible. But we played hard and bitterly. We were respected and had language was usually self-directed. And the statistics show that we did not do too badly for England.

Some modern sportsmen may be taking themselves too seriously. After all, can you imagine John McEnroe being capable of laughing at himself?

Meanwhile in 1983... John Barrett reports

Why Lendl doesn't smile

WATCHING THE elimination of the present world's number one, Ivan Lendl, in the third round of the German Open on a damp and dismal day in Hamburg last Thursday brought home forcibly the pressures under which today's professional sportsmen live.

Here is a man who, last year, set new standards of achievement with 106 victories (an Open Tennis record), 15 tournament titles from the 23 he contested, seven successive victories over John McEnroe who was then ranked one, two wins out of three against Jimmy Connors and a massive on-court earnings record of \$2.05m.

Lendl's aloof, almost sinister attitude made him an opponent to be feared.

Yet on the damp, slow Rotherbaum clay against the Hungarian number one Balazs Taroczy, a gentle stroke artist of the old school, the limitations of Lendl's stereotyped attacking game were cruelly revealed. In winning 6-2 4-6 6-1 Taroczy played a tactically perfect match by denying Lendl any pace and keeping the ball low and wide with backhand slice so that the Czech had to cover more ground than he likes to in digging the ball out of the gripping clay.

These shots were mixed with slow, looping top spin forehands to a good length that made any attempt by Lendl to go for outright winners off his heavy forehand something of a gamble. As often as not Lendl, obviously frustrated by the long rallies, would tee-off on the wrong shot and make an error.

Equally revealing of Lendl's inner doubts were the anxious glances that were frequently cast towards the track-suited figure of Poland's Wojtek Fibak, his coach and mentor, who sat

warmly against the bitter breeze in a courtyard box. At this level of international sport confidence is everything and clearly this commodity is in short supply in the Lendl camp just now.

This latest reverse is a serious blow to Lendl's vowed ambition of capturing a first major title in Paris. With the French Open only nine days away and no further match practice available (he did not enter next week's Italian Open) the prospect of another early defeat must be dauntingly apparent.

It is hard to remember just how invincible Lendl had looked when he annihilated Connors and McEnroe to win the Volvo Masters in January. Since then he has lost eight times—twice in finals to a rejuvenated McEnroe (first in Philadelphia and recently in Dallas) but more significantly three times on clay—twice in first rounds (at Delray Beach to Slovic and at Monte Carlo to Glickstein) and now in his second match in Hamburg (he had a bye and then beat Bruce Manson before losing to Taroczy).

The pressure of maintaining form against fierce competition is nothing new. You either learn to live with it or collapse beneath it. After McEnroe had overtaken Bjorn Borg to become number one on the ATP computer in 1981 by winning both the Wimbledon and U.S. Open titles (something no one had done since Connors in 1974) he suffered a reaction.

Amid the euphoria of being voted the U.S. athlete of the year and the International Tennis Federation's World Champion, he lost both of his major titles in a year that by his own high standards, was disastrous.

Only in the last quarter of

winning matches that brought four tournament titles and, as a glorious climax, a starring role in America's successful Davis Cup final against the French in Grenoble.

With such demands on physical strength and endurance in the hot-house of today's men's circuit, the prospect of injury is another pressure to be borne. After the setback against Lendl in the Masters McEnroe, with the novelty of a new mid-size racket to inspire him has returned to his finest form recently after throwing off the effects of a nagging shoulder injury that has bothered him since March.

It was unfortunate, therefore, that he suffered a groin strain in winning his latest tournament in New York. That WCT Tournament of Champions won on American clay at the old site of the U.S. Open at Forest Hills betokened a new McEnroe, determined to succeed on the slower European courts in Paris. He has yet to decide whether the injury is sufficiently cured to compete there.

Lendl, too, has been conscious of a leg strain recently. He was saying in Hamburg that although he cannot feel any pain on firm indoor courts the different sliding technique required on clay worries him and causes him to hold back on certain shots and hit the ball off the wrong foot. This certainly contributed to many of his unforced errors.

Over the next two months, then, we shall discover a lot more about Lendl's ability to withstand pressure for after the trials of Paris comes the even sterner test at Wimbledon in the three years following his junior success there in 1978. Lendl has lost twice in the first round and once in the third. Last year he chose to

W. H. LANE & SON

FINE ART AUCTIONEERS

CENTRAL AUCTION ROOMS,

MORRAB ROAD, PENZANCE.

UNIQUE SALE OF OVER 700 LOTS OF TREASURE FROM THE SEA

Recovered Worldwide from 15 Wrecks dating from 1527 to 1918 with expected realisations from £10 per lot. RARE GOLD AND SILVER COIN OF SPAIN, FRANCE, PORTUGAL ENGLAND and HOLLAND with many fabled "Pieces of Eight"

ARTIFACTS including first V.O.C. Silver Bars sold in U.K. Wine, Plate, Silver, Copper, Reindeer Hides, Pewter, etc.

to be held on

JUNE 1st, 1983

at

10.30 a.m. PROMPT

Fine illustrated catalogue £2.50 or 57 pence post from the Auctioneers as above. Telephone: 0738-61447

ART GALLERIES

ACHIM MOELLER LTD., 1, Grosvenor Street, London, W.1. Tel: 01-475 7611

CHANCE KALMAN, 178, Tottenham Court Road, London, W.1. Tel: 01-475 7688

COLLECTOR'S ITEMS III, Mount, Strand, London, W.C.2. Tel: 01-475 7688

DAVID WHITE, 178, Tottenham Court Road, London, W.1. Tel: 01-475 7688

DAVID WHITE, 178, Tottenham Court Road, London, W.1. Tel: 01-475 7688

DAVID WHITE, 178, Tottenham Court Road, London, W.1. Tel: 01-475 7688

DAVID WHITE, 178, Tottenham Court Road, London, W.1. Tel: 01-475 7688

DAVID WHITE, 178, Tottenham Court Road, London, W.1. Tel: 01-475 7688

DAVID WHITE, 178, Tottenham Court Road, London, W.1. Tel: 01-475 7688

DAVID WHITE, 178, Tottenham Court Road, London, W.1. Tel: 01-475 7688

DAVID WHITE, 178, Tottenham Court Road, London, W.1. Tel: 01-475 7688

DAVID WHITE, 178, Tottenham Court Road, London, W.1. Tel: 01-475 7688

DAVID WHITE, 178, Tottenham Court Road, London, W.1. Tel: 01-475 7688

DAVID WHITE, 178, Tottenham Court Road, London, W.1. Tel: 01-475 7688

DAVID WHITE, 178, Tottenham Court Road, London, W.1. Tel: 01-475 7688

DAVID WHITE, 178, Tottenham Court Road, London, W.1. Tel: 01-475 7688

DAVID WHITE, 178, Tottenham Court Road, London, W.1. Tel: 01-475 7688

DAVID WHITE, 178, Tottenham Court Road, London, W.1. Tel: 01-475 7688

DAVID WHITE, 178, Tottenham Court Road, London, W.1. Tel: 01-475 7688

DAVID WHITE, 178, Tottenham Court Road, London, W.1. Tel: 01-475 7688

DAVID WHITE, 178, Tottenham Court Road, London, W.1. Tel: 01-475 7688

DAVID WHITE, 178, Tottenham Court Road, London, W.1. Tel: 01-475 7688

DAVID WHITE, 178, Tottenham Court Road, London, W.1. Tel: 01-475 7688

DAVID WHITE, 178, Tottenham Court Road, London, W.1. Tel: 01-475 7688

DAVID WHITE, 178, Tottenham Court Road, London, W.1. Tel: 01-475 7688

DAVID WHITE, 178, Tottenham Court Road, London, W.1. Tel: 01-475 7688

FINANCIAL TIMES

PUBLISHED IN LONDON & FRANKFURT

Head Office: The Financial Times Limited, Bank House, 15, Abchurch Lane, London EC4N 3DF. Tel: 01-475 5000. Telex: 332000. Cable: FT. Frankfurt Office: The Financial Times (Europe) Ltd., Schillerstrasse 54, D-6000 Frankfurt am Main 1. Tel: 0431-55-1. Telex: 332000. Cable: FT.

INTERNATIONAL & BRITISH EDITORIAL & ADVERTISEMENT OFFICES

London: P.O. Box 125, Abchurch Lane, London EC4N 3DF. Tel: 01-475 5000. Telex: 332000. Cable: FT.

Frankfurt: P.O. Box 125, Schillerstrasse 54, D-6000 Frankfurt am Main 1. Tel: 0431-55-1. Telex: 332000. Cable: FT.

Paris: P.O. Box 125, 11, rue de Valenciennes, Paris 105. Tel: 01-475 5000. Telex: 332000. Cable: FT.

Geneva: P.O. Box 125, 11, rue de Valenciennes, Paris 105. Tel: 01-475 5000. Telex: 332000. Cable: FT.

Brussels: P.O. Box 125, 11, rue de Valenciennes, Paris 105. Tel: 01-475 5000. Telex: 332000. Cable: FT.

Amsterdam: P.O. Box 125, 11, rue de Valenciennes, Paris 105. Tel: 01-475 5000. Telex: 332000. Cable: FT.

Antwerp: P.O. Box 125, 11, rue de Valenciennes, Paris 105. Tel: 01-475 5000. Telex: 332000. Cable: FT.

Lisbon: P.O. Box 125, 11, rue de Valenciennes, Paris 105. Tel: 01-475 5000. Telex: 332000. Cable: FT.

Madrid: P.O. Box 125, 11, rue de Valenciennes, Paris 105. Tel: 01-475 5000. Telex: 332000. Cable: FT.

Barcelona: P.O. Box 125, 11, rue de Valenciennes, Paris 105. Tel: 01-475 5000. Telex: 332000. Cable: FT.

Valencia: P.O. Box 125, 11, rue de Valenciennes, Paris 105. Tel: 01-475 5000. Telex: 332000. Cable: FT.

Bilbao: P.O. Box 125, 11, rue de Valenciennes, Paris 105. Tel: 01-475 5000. Telex: 332000. Cable: FT.

Seville: P.O. Box 125, 11, rue de Valenciennes, Paris 105. Tel: 01-

Saturday May 14 1983

Pre-election novelties

FEW CONSERVATIVE prime ministers can have embarked on an election campaign with as convincing a lead over the opposition as Mrs Margaret Thatcher did this week. In the first opinion poll conducted after the announcement of the June election, the Conservative lead over Labour at 15 per cent. With such a head start, one of the biggest Conservative worries is the difficulty of identifying threats capable of eroding a seemingly impenetrable position.

These fears are not as insubstantial as they may sound. Apart from the recent boundary changes there are plenty of novel features to the campaign which have the potential to spring surprises, both pleasant and unpleasant. One of them, as sterling's occasionally wobbly performance reminded us this week, is that no other election since the war has been fought in the absence of exchange controls.

Test

In the days of fixed exchange rates the foreign exchange markets tended to reserve their judgments until after the election—though the verdict could, as Mr (now Sir) Harold Wilson found in the mid-1960s, be harsh. Today rates are floating and investors have been given the freedom to hedge their electoral bets in currency. With the fate of sterling thus abandoned to the pollsters, how much turbulence can be expected?

A partial answer is to be found in the markets' reaction to Tuesday's news of a big surge in the sterling money supply in April: the increase came in the wake of the big boost in the public-sector borrowing requirement at the end of the 1982-83 financial year. In the event, sterling was jittery but not panicky. The real casualty of the week has been the equity market, where so much good news—including a Tory victory—had already been discounted that the prospect of a nervous month was very unsettling.

The test for sterling, however, was less than formidable since few expect the money supply figures that are due two days before the election to be bad. Next week's Retail Price Index also seems certain to provide powerful ammunition for Mrs Thatcher, even if the output figures turn out to be less impressive than she might wish. And there are still some City analysts who hope for a further cut in interest rates before June 9.

Certainly this cannot be ruled out on grounds of convention. Officials at the Treasury and the Bank of England seek to avoid provoking interest rate movements in the run up to elections. But the desire to avoid

provocation should not be equated with inertia. If U.S. interest rates come down between now and the Williamsburg summit, it would be surprising if Britain did not follow suit in the absence of compelling domestic reasons to do otherwise.

So what else could cause the polls to send a destabilising signal to sterling? One possibility is the appearance of foreign policy and defence-related issues as bones of party contention. Labour has shattered the post-war consensus on nuclear arms with its stand on unilateral disarmament. The widespread public concern about the proposed deployment of cruise missiles could well win votes for Labour—particularly if the Tories handle the issue insensitively.

The SDP-Liberal Alliance also raises a whole series of novel questions. If the polls start to move the Alliance's way, there will be more talk of tactical voting of the kind that uneaten Labour in Bermondsey and more talk of a hung Parliament. That will create uncertainty in markets even if they do not regard the Alliance's economic programme as worrying. That uncertainty would be as nothing compared with a marked improvement in the prospect for Labour, whose economic programme inspires just the sort of fears that have caused the frame to sink under President Mitterrand's socialist government in France.

Perhaps the most unusual feature of all in the present campaign is the number of people who according to the polls, do not regard Mrs Thatcher's government as primarily responsible for the present level of unemployment. Whether Mr Foot can make any headway may well depend on whether he can persuade the voters that unemployment really is the central issue and

Findings

It is widely held that people vote against governments rather than for them. In the present case people will more than ever be making up their minds about a personality—about Mrs Thatcher and the nature of the Thatcherite experiment, about ideology as well as the past economic record, about ends as well as means. Yet the personality of Mr Foot could well prove influential in a rather different way.

One of the more interesting recent poll findings was that a Labour Party headed by Mr Denis Healey could have posed a much more devastating challenge to the Conservatives than one under Mr Foot. If the Foot factor is as potent as the pollsters seem to suggest, this could yet turn out to be the rare case of an election where people vote not against the Government, but against the main opposition.

IT WAS Mr Roy Jenkins, the leader and founder of the Social Democratic Party, who first introduced the phrase "breaking the mould" into British politics. Mrs Thatcher said at the time, though more privately than publicly, that it was she who was the real mould-breaker.

The general election of June 1983 will put the thesis to the test, and also the vital question of whether the electorate really wants the mould to be broken.

This has been the week of the phoney war. After the initial surprise of the date being June 9, the contest proper has yet to begin. But there can be no doubt whatsoever about who is winning so far. All the latest opinion polls suggest a Conservative majority in the next Parliament of something around 200 seats, possibly more.

Almost the only question between now and then is whether this sort of eventuality will produce a reaction amongst the electorate and, if so, which way will it go?

On the evidence of the polls, it can hardly be denied that the Alliance is dangerously close to being back in the old position of the Liberal Party: 19 per cent of the vote, according to Marplan in The Guardian yesterday; 17½ per cent, according to Gallup in the Daily Telegraph on Thursday. That immediately raises the question of whether a vote for the Alliance is a wasted vote. The Liberals know it very well.

Perhaps in some constituencies, where there is a three-cornered fight and the opportunity for tactical voting, the answer is "no". But it is still the old dilemma of British politics: is it worth trying to break the mould by voting for a third party, or is it better to choose between the devils you know?

As for the Labour Party, the latest polls have not confirmed earlier suggestions that the gap between them and the Tories is narrowing. On the contrary, Gallup gave Labour 31½ per cent

This has been the week of the phoney war

and the Conservatives 49 per cent, an enormous Tory lead. Yet, when it comes to seats, it is a quite different matter. It is almost impossible to conceive of Labour falling below 200, such are its strongholds in Scotland and in the north of England. So whereas Labour is bound to a sizable presence in the next Parliament, the Alliance may not be.

It is also worth bearing in mind that many of the floating voters, whom we know about from the fluctuations in the polls over the months and from the results of by-elections, will come down in the end in favour of the Conservatives, thus reinforcing their majority. A hung Parliament, the delight of liberal intellectuals, does not at the moment seem very likely.

So the mould may be broken, but not quite in the way



Ashley Ashwood

originally proposed. It would still be a pretty shattering event. It would be the end of the Labour Party as it has been known in the last few years, perhaps in the last few decades. Mr Michael Foot would hardly stay on as party leader. Mr Denis Healey might be considered too much of a past generation to succeed him. As for Peter Shore, he might suffer from being over-identified with opposition to British membership of the European Community—a policy overwhelmingly rejected in the election result.

There would be a Labour rump, largely northern, but not much more powerful than (say) the French Communist Party. Some trade union leaders, too, would undoubtedly rethink their political allegiance if there were no prospect of Labour regaining office and if more of their members had again voted Tory.

There could be further realignment—a Labour-Bad Godesberg at last on the lines of the West German Social Democrats dropping their old ideas, but the chances of that might be less likely. If the Alliance was poorly represented in the new Parliament, if one party split has failed to achieve its objectives, why risk another?

This possibility of a Parliament almost totally dominated by the Tories is worth thinking about for that is what breaking the mould could mean. How did it come about?

The question goes back to Mrs Thatcher. Far more than in 1979, this is her general election. If the Tories win handsomely, it will be a personal triumph unequalled in British postwar history: the nearest rough precedent would be President de Gaulle at his heyday in France. For rarely before can there have been an election which has revolved so much around the personality of one leader.

It is true that there is another side to the coin. The election revolves around Mr Foot's personality too. The image of the old man waving a stick is not helpful, however unfair. But that is really a sidelight. It is Mrs Thatcher's personality that Labour chose to seize on, and the country as well, some of it favourably, some of it less so.

The phenomenon is sometimes described as Thatcherism. But like monetarism that turns out not to stand up to analysis. Any government would pay some attention to the control of the money supply, and Mrs Thatcher's has not been especially rigid in sticking to original definitions, such as sterling M3. There is something much more pragmatic at work.

As for monetarism, so far Thatcherism is not always possible to predict what the Prime Minister will do. She changed her mind on Rhodesia. She dithered uncharacteristically over the timing of the election, then went at it with a will. There are some sub-

jects, such as Northern Ireland, to which she appears not yet fully to have applied her mind. When she does, the result could be surprising. It seems therefore that there is no such thing as Thatcherism, only Mrs Thatcher.

Looking back, the decisive moment was in 1976 when she challenged Mr Edward Heath for the leadership. At the time it was like a chapter of accidents. Sir Keith Joseph might have stood in her place, but backed away. Mr William Whitelaw almost certainly would have stood in the first round if he had thought there was any chance of Mr Heath losing and has agonised about that decision ever since. Mrs Thatcher went in and won.

The extent of her determination should have been realised then. As it was, the realisation was blurred by her largely keeping Mr Heath's team and perhaps by the belief that in 1979 almost any Tory leader would win a general election after the winter of discontent. It was not, it seemed then, a vote for Mrs Thatcher so much as a vote against Labour. Even for the next two years or so there was a widespread expectation, not least in the Tory Party itself, that she would reverse her policies in the face of mounting unemployment, as Mr Heath had done before.

Today much of the old team has gone: Lord Soames, Mr Norman St John-Stevas, Sir Ian Gilmour, even Lord Carrington,

though for different reasons. Others, such as Mr Francis Pym, the Foreign Secretary, could follow if she wins. The names that could dominate British politics in the 1980s, apart from her own, are Mr Cecil Parkinson and Mr Norman Tebbit—quite unexpected only a year or two ago. The one great survivor in her cabinets has been Sir Geoffrey Howe who would now almost certainly succeed her if she were to have the proverbial accident, and that too was not widely predicted.

Yet it must have been more than a determination to seek power, and Mrs Thatcher does not seem to have any great personal ambition. It is more an urge to get things moving.

What seems decisive in retrospect was a reading of the country. It was a refusal to accept that the electorate wanted to go on in the same old way, getting slightly more affluent perhaps but poorer in relation to others. She saw the resentment against the power of the unions, the greater desire for ownership. She foresaw the decline of the Labour Party at a very early stage.

Others might have done the same thing. Mr Healey, for instance, differs from Mrs Thatcher only that he would do what he thinks best, out of intellectual conviction, but it would be much the same in the end. For the Prime Minister it is moral conviction that matters. Besides, she is not satisfied with the Labour Party. Mr Shore might have been equally

successful as a populist, but has the same party affiliation as well as his obsession with the Common Market. Mrs Thatcher saw the gap and went for it.

Even her enemies have now changed their tune, and not only because of the Falklands campaign—itself a supreme example of the way she took a risk and captured a popular mood. The phrase "Ditch the bitch" is no longer a Tory cliché, even appeared in Tory circles, is long forgotten grudging, sometimes open admiration of the way she has taken the country, perhaps almost especially in the Labour Party.

What Mrs Thatcher has done is to have established a people's party, much of it on the basis of support from old Labour voters. That incidentally is what the Christian Democrats in Germany always claimed to be and the Prime Minister's admiration for Herr Helmut Kohl, the new German Chancellor, will not have escaped notice.

It is, of course, a different Conservative Party and the change may not yet be complete. Here, for example, is some advice from a group called Tory Action on the conduct of the election campaign. "We note with satisfaction that the undoubted rightward movement in the Party is reflected in the selection of Parliamentary candidates as a goodly group of our correspondents—in some cases over the heads of notorious 'wets'..."

"If we have a general suggestion it is that you should challenge your candidates to say how they stand on those issues where in their first term of office the *Essex Evening News* has been less than metallic. We know perfectly well why she has dodged them and the most important outcome of her return to Downing Street could be that she will finally ditch those ministers whom in the first uncertain years she felt she had to retain to ensure

The Prime Minister has established a people's party

Commons backing. Most of all, fervently hope to see the *base* of the unspeakable *White Law*."

Who says that only the Labour Party has problems with its politicians?

Two questions remain. One is what Mrs Thatcher will do with her new found power if her majority is anything like what the opinion polls are predicting. The other is what will there be in the way of an official opposition. In the latter case the breaking of the mould may not be finished. We may have a new people's party, but the British system depends on someone opposing it.

General de Gaulle was a very good President of France, but one always had some sympathy for those who objected to the extent of his personal power.

Letters to the Editor

Recruitment

From Mr M. Starkey

Sir,—Essentially I am a free marketer and while I endorse some programmes for their job creation, I worry for an economy which requires such schemes. The very words "job creation" conjure up images of people who have simply been employed.

This is not to say that company recruitment policy has run amok on the contrary many firms have taken advantage of the recession to reduce an otherwise overmanned company to more realistic levels. Others have simply stopped or drastically reduced recruitment to the point that, generally speaking, we shall experience a high stock of unemployed people regardless of how quickly they can gain employment under current conditions. From my experience, the commodities sector while employing the under-20s, is a little shy of graduates to say the least. Might this not reduce the potential store of knowledge available to the business community via graduates from relevant schools of study?

Without some move to stimulate "real" and voluntary recruitment which is unshackled by government interventions, the stored potential will be wasted while we ponder the effects of a higher average working age on both commerce and society.
Mr R. Starkey,
29 York Place,
Horrogate, Yorkshire.

India

From Mrs C. Glazzard

Sir,—Passage to India (How to Spend It, May 7) is of particular interest to me as I am reading the story of Elinor Yale who started as a clerk with the East India Company 1670 and rose to be Governor of Madras. The trade in textiles was the greatest business and when Yale left Madras he was rich as a Nahn.

the new college in Connecticut and he sent a ship of textiles—silk, muslin, calico, silk—in addition to many books and money. The textiles raised \$562 in 1721 and it was voted that the name of the new college should be named Yale University, and thus the textiles from India made the name Yale live for ever in American history. Obviously Indian goods are just as rich and expensive as they always have been; I wonder, does anything remain of the great East India Company which was the making of many fortunes for Governors of Madras and other trading posts in India?

Yale died in 1721 and is buried in Wrexham, Wales; his family heritage in his tombstone he wrote: "Much good, some ill, he did; so hope all's even and that his soul, through mercy's gone to Heaven."
(Mrs) C. E. Glazzard,
14, Jorris Street, Upavon,
Nr Pewsey, Wilts.

Unemployment

From the Chairman,
Economic Activity and
Employment Committee,
Lambeth

Sir,—D. G. Franklin (May 5) lays the blame for high unemployment in Lambeth against the increase in rates. How easy. He does not mention the cuts in local government rate support grant, inflicted by the Government. He fails to mention that the Minister for the Environment has even made a statement in the House saying that "he sees no evidence that high rates cause job losses."

Lambeth is indeed high on the unemployment register, it also suffers in most other ways in the league of urban deprivation. This council has a very firm policy for job creation and has indeed put financial commitment into that policy. Just one example—the Bon Marche development which with the council's funding, and with private industry and the

the EEC will be a major job-creation initiative for Brixton.

The Brixton Recreation Centre saga is well-documented and Mr Franklin should know that when originally conceived in the mid-1960s, multipurpose recreational facilities were considered to be ideal for urban environments. The centre was beset with industrial troubles at the start of the contract and it is only since the council's direct labour force took over the building work that progress was achieved. What does Mr Franklin wish to do with the building, abandon it? He does not seem to want to give much hope for the people of Lambeth who are longing to use it. When completed, it will serve as a much-needed recreational facility and will certainly be of great value to the many unemployed who see no hope in the future of finding work until the Government commits itself to an honest policy of supporting industry and the unemployed.

Another fact for Mr Franklin is that the total cost per person unemployed, which is estimated at £5,100 per person per year in transfer payments and lost taxes and adds to the burden of the rates in providing emergency support services to cope with the stresses of unemployment in the family. This destructive spiral will only be corrected by an incoming Labour government.

(Councillor) Jo Sinclair,
Courtenay House,
9-15 New Park Road, SW2.

Train

From Mr W. Hamilton

Sir,—I hope that something can be done to spare visitors to Britain the appalling experience I had on Saturday, May 7 when I travelled by train from from Inverness to London. Perhaps the most incredible factor is that my experience is not unique—a train leaves Inverness for London every Saturday at 7.30 pm.

journey, due in at Euston at 9 am. The following morning, my train was late and we were on board 14 hours without any food! There was no restaurant, no buffet-car and no bar-car; the only sustenance available was in the form of tea or coffee brought to you by an obliging and embarrassed steward. Incidentally, the coffee is 56p a cup.

The explanation given is that they previously had a dining car which was not paying and so they removed it, but I heard some very heated passengers justifiably complaining. One was an American journalist who was determined to "fix British Rail" and drew an interesting comparison: he can fly from Heathrow to Kennedy, having had four meals in the same time he spent on that train without anything. Isn't it time the Scottish Tourist Board used a little pressure?

Perhaps Jimmy Saville should shut up—it must be costing BR a fortune in advertising when all it has to do is give a hot meal on the "Inverness to London."

W. K. B. Hamilton,
Churchgate House,
Cookham, Berkshire.

Prices

From Mr A. Reynolds

Sir,—For one group of rail passengers the proposed abolition of first class cheap day return fares will mean a much larger increase than that cited by Ms Mills (May 10).

As the holder of a first class annual season ticket, British Rail prevailed upon me to buy railcards entitling my wife and I to half-price first class day returns throughout 1983. Thus the £7 journey mentioned by Ms Mills at present costs us £3.50 but would rise under the ER proposal to £12.50 (a fare which is not discountable).

BR undertook to provide its Journey Club railcard holders with this discount until December 31, 1983. In my opinion it is a breach of faith halfway through

of tickets qualifying for that discount. It is still not too late for the BR board to rectify this injustice.
A. E. Reynolds,
40, Leyburn Gardens, Croydon.

Tax

From Mrs J. Mollet

Sir,—I wonder whether anyone can help me? My gas bill for February 1983 shows an increase of 18.75 per cent in the standing charge and 23.182 per cent in the price per thermal inquiry to the Southern Gas Board produced the answer that the Government had forced it to raise the domestic price in order to match the industrial user price, which itself had been inflated in order to make gas less competitive with oil and coal! SGB had not needed the increase. Worse, for the last three years 13½ per cent has been paid to the Government as a levy, the Gas Board receiving no benefit from this.

Nowhere on my gas bill does it show that VAT is due or that any "tax" has been levied. Hiding the levy in the standing charge and price per thermal inquiry is an offence against democracy, particularly when electricity is "levy-free." "Taxation without representation" may be a good cry, but "Taxation without disclosure" might make a better one!

Incidentally, I understand from the Southern Electricity Board that this levy amounts to an average of £40 per year per consumer!

Can anyone explain all this, please?
(Mrs) Jean Mollet,
29 Abbey Road,
Wimborne, Dorset.

Design

From Mr S. Gregory

Sir,—Nuart Fugh (April 28) gives a meaning for design, namely integration which, I am sure, is understood by both Dr Davies and Sir Bruce Williams. They do not lack in their grasp

the working of the economy nor of the essential attributes of design work. If there is difficulty abroad it lies as much in the widespread misunderstandings of what design is about as in what R and D is about.

Top managers in industry are currently being reminded through regional seminars that design is "a good thing." Perhaps it might be more profitable to adopt the strategy so exploited in the anti-head campaign to concentrate upon some specific area of design.

The Government achieved a substantial success in the 1982 information technology year by bringing home to people the significance of IT. This has been followed by essential acceptance of the Alvey Committee report. There is still a widespread belief that somehow this has to do with R and D. What is needed is continuing discussion about how best to exploit new information technology systems through design. By design here is intended any of the known professional fields: hard or soft, smart or pretty. Design is needed both in specifying the system and operating it in many cases. A good example of the double need is shown in the feature by Raymond Saddy (May 4) dealing with BBC Breakfast Time.
S. A. Gregory,
22, Crescent Road, Stafford.

Patients

From the Chairman,
Mutual Aid Centre

Sir,—Mr Clarke, the Health Minister, announces (May 7) that he is about to invite tenders for consultants to review the whole working of the general practitioner services. This before the Griffiths Committee reports on its review of the health services. Could we hope that this time, for this review, the need to take full account of the interests of patients is made part of the terms of reference for the enquiry?
Young of Dartington.

INSURANCE

INFORMATION FOR SALE

The Financial Times World Insurance Report combines the unrivalled accuracy and authority of the FT—with its worldwide news-gathering resources and highly developed research facilities—with the exclusivity, depth-of-detail and conciseness of a specialist newsletter.

Every two weeks, World Insurance Report provides subscribers with exclusive coverage of the world's marine and non-marine property-liability markets. Topics covered include:

- ☐ Territorial market conditions
- ☐ Class market developments
- ☐ Supervision, legal decisions, investment and foreign exchange
- ☐ Technical developments in reinsurance, broking, agency and pooling
- ☐ World company intelligence, including performance and security ratings, mergers, new formations, joint ventures and key personnel movements

To: The Marketing Department, FT Business Information Ltd., Bracken House, 10 Cannon Street, LONDON EC4P 4BY. Please send me a sample copy of World Insurance Report together with full subscription details.

Name _____
Position _____
Company _____
Address _____
Telephone _____
Nature of Business _____

Young of Dartington.

Barry Riley and Eric Short report on the controversy surrounding Britain's occupational pension schemes

The obstacles to cash-and-carry pensions

SUDDENLY, BRITAIN'S occupational pensions movement finds itself under political fire from both directions.

Attacks from the Left are nothing new. The Labour Party and the TUC have long had their eyes on the pension funds, rapidly swelling, billions and next week's Labour Party election manifesto will no doubt repeat the various proposals for the political diversion of part of the occupational schemes' revenues.

But now the radicals of the Right also have the pension funds in their sights. Last month, the Centre for Policy Studies, an economic think tank associated with the Conservative Party, published a paper called *Personal and Portable Pensions*.

For all the talk of giving employees to be given the right to opt out of their compulsory company schemes and set up their own tax-sheltered pension arrangements, in much the same way that self-employed people are already allowed to do.

There are two main reasons why the doctrinaire Right has turned its attention to this pension funds. One is that the typical pension scheme is seriously inadequate in its compensation for inflation, and is particularly lacking in its treatment of mobile workers, whose deferred rights can suffer many years of inflationary erosion.

The second is that the growth of pension schemes has led to a vast collectivisation of the nation's savings. The occupational pensions movement now controls funds of over £300 billion. This offers a free market for those who believe that the capital markets might work better if they were dominated by millions of private investors rather than by a few hundred giant institutions.

There is a straight political clash here between the paternalistic pension funds, who believe that people need to be forced to save for their old age in their own interests, and the right-wingers who feel that the emphasis needs to be shifted back, at least partly, towards individual responsibility.

The immediate debate, however, is taking place over the rights of mobile workers. Many people within the pensions movement would argue that protection of the pensions of able at the age of 65 will be related to his salary on changing jobs, not to the final salary he is earning just before retirement.

The worst of the problem is faced by higher paid, mobile workers

already retired scheme members against inflation is a more pressing priority. But Mr Norman Fowler, Secretary of State for Social Services, has made it plain that he would like to see the pension funds taking action over the rights of job changers.

A week ago he addressed the annual conference of the National Association of Pension Funds (NAPF). "Clearly it is a matter of concern," he said, "that the person who has, say, four jobs each lasting 10 years is likely to find that his pension is much smaller than that of a person who has a pension scheme which would be less than half, perhaps as little as a third, of what he would have received had he remained with the same employer."

At present, the typical private sector job changer faces Catch 22 when he seeks to adjust his pension arrangements. If he transfers his past entitlement to his new employer's scheme, he is certain to lose a large part of the benefits he has earned. But if he leaves the money in the old scheme, any pension pay-

able at the age of 65 will be related to his salary on changing jobs, not to the final salary he is earning just before retirement.

New proposals announced yesterday by the DHSS widen the range of options for the job changer by allowing transfers out of the old scheme into an insurance policy. This could enhance the future return, but the basic transfer value would not be improved.

The general response of the NAPF has been to accept that something needs to be done about the problems of job changers, but that the costs of a full solution make it difficult to move very fast.

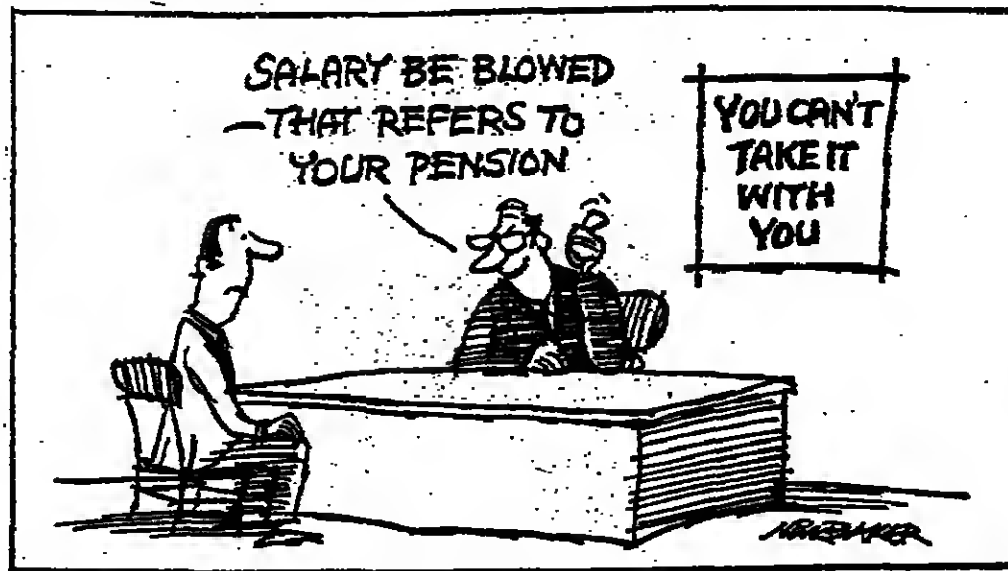
A draft policy paper discussed at the NAPF conference encouraged member schemes "to give urgent consideration to developing, in association with their advisers, proposals leading to a higher degree of protection for the real value of pensions in payment and deferred pensions than has been achieved in the past."

Last year, according to the NAPF's own survey, only 30 per cent of private sector member schemes participating in the survey gave any increase in deferred pensions.

At least, however, this was up from 27 per cent the year before. And the NAPF suggests that because the more generous schemes tend to be the larger ones, as many as 62 per cent of beneficiaries stand to qualify for increases in deferred pensions after changing jobs. But these increases are often very small, and well behind recent annual rises in prices or pay rates.

The slowness of the response of the occupational pensions movement to repeated calls for action by ministers, and by bodies like the Occupational Pensions Board, has encouraged the Centre for Policy Studies to come out with its provocative proposals.

But there is no quick and easy



alternative. The supporters of the portable personal pensions approach conveniently ignore or discount several important practical considerations when they make comparisons with existing company pension arrangements.

The funding of a portable personal pension would be on a money purchase basis—that is, the pension contributions would be invested and a portfolio accumulated to the date of retirement, when it would be liquidated and used to buy a pension. The ultimate size of the pension would depend on the contributions paid, the performance of the underlying investments during the build-up and investment conditions and annuity rates at the time of retirement.

Thus the employee with a personal pension would not know what his pension would be, either in absolute terms or in relation to his or her salary before the actual day of retirement.

By contrast under a straight-forward group pension final

salary scheme, the employee (who stays with one employer) knows exactly his pension in relation to his final salary. And employees who have changed jobs at least know the amount of deferred pension they are entitled to in money terms, as well as the size of their pension from their ultimate employer as a proportion of their final salary.

The risks—or at least the lack of a guaranteed pension—may not unduly concern those employees who have some degree of financial knowledge. But it could well come as a shock to the rank-and-file employees who are used to a guarantee. Money purchase company pension schemes were rejected over a decade ago in favour of final salary schemes for this very reason—the lack of guarantees under inflationary conditions.

The other major question that the supporters of the personal pension approach gloss over is that of the contribution level which employers would make on behalf of employees. It is

assumed, by implication, that it would be the same level as paid by the employers under current company pension schemes. In this respect, the advocates of personal pensions show that they do not understand how final salary schemes are funded.

The misunderstanding is to regard a company pension scheme as a collection of individual pension arrangements for each employee, with each pension receiving its own contribution rate and each with its own identifiable investments. The final salary company pension scheme instead operates on an aggregate basis with the actuary ascertaining the aggregate liabilities of the fund, applying average inflation rates and average salary increases to all employees in the scheme. This is known technically as aggregate funding.

Thus when the actuary calculates the funding rate of the scheme as X per cent of payroll, this is his estimate of the amount the employer currently pays into his pension scheme in order to meet the present and

the estimated future liabilities. It does not mean that benefits corresponding to the X per cent are accruing to each employee.

Under the aggregate system there is considerable cross-subsidy implied in the contribution rates. In addition to the older employees receiving more than younger employees, women receive more than men, higher paid employees correspondingly more than the lower paid and to top it all the leavers subsidise the cost of those employees who stay.

It is difficult to see how current funding methods could be applied to a personal pension system. At this stage, one can only envisage that there would be a statutory minimum and a statutory maximum contribution level imposed on both employers and employees in order to make personal pensions feasible.

Such considerations emphasise that a completely different pensions philosophy applies to final salary schemes, which have a high degree of uniformity in the benefits provided, compared to the personal pension system, which carries risks as well as greater flexibility.

The occupational pensions movement is hoping that the marked improvement in investment returns in the past few years will provide a way around the worst of the job changing problem. In the past three years the returns on investments have run well ahead of wage inflation.

To some extent companies may insist that these gains be handed back to them in the shape of lower contribution rates. At the same time, however, there will often be something in hand to allow scheme benefits to be improved.

In the long term, however, companies and actuaries need to assume that there will be bad periods for investments as well as good times. The nightmare

conditions of 1973 and 1974, when slumping capital markets coincided with rocketing wage inflation, are still relatively fresh in the memory.

Mr Norman Fowler's latest initiative—he proposed an early conference of all interested parties on the job changing question—was greeted with some relief by the leaders of the NAPF, who had feared that the Conservative Government might have been steamrollered into precipitate proposals by the Centre for Policy Studies.

In the end, it may be possible to move closer to an acceptable solution through selectivity rather than any universal granting of opting-out rights which would undermine the whole basis of existing occupational pension schemes.

The worst of the problem is faced by higher paid, mobile workers, who do not receive much protection from the guaranteed minimum pension which they are entitled to under the contracting-out arrangements which are made with the State scheme. Employees at nearer average pay levels do, however, derive reasonable security from this underlying guarantee.

Highly paid people are precisely those who ought to be able to sort out their own arrangements, and not need to rely on the paternalistic protection of a compulsory pension scheme.

But if occupational pensions schemes agree to set such people free, they will be foregoing a useful subsidy which will mean higher costs in future. And there could be an awkward political precedent. For if the private pension schemes cannot satisfy the requirements of many of their better off members, the rationale for their continued existence alongside the State scheme—a battle they last fought and won in the mid-1970s—could again be called into question.

Weekend Brief

The image makers behind the hustings

With a General Election in the offing, London's West End is stirring to the sound of image polishing. When Margaret Thatcher fired the starting pistol for June 8, riotous were felt in Charlotte Street, Berners Street and Great Pulteney Street where respectively the Tory, Labour and Alliance parties' advertising agencies stand within heckling distance of each other.

"Total lunacy" is how Labour's agency Wright and Partners describes the scene. "It's never seen people work so hard," says chairman Johnny Wright. "It's often a 16-hour

day." The Alliance's Gold Greenlees Troit is deadpan. "It's a busy piece of business," reports Michael Gold in typical understatement. Saatchi and Saatchi remain incommunicado.

Whatever agencies say about political parties being just another client the fact remains that the run-up to the General Election is about the most public platform a communications industry could wish for and they respond accordingly. With just four weeks' notice and all eyes on just one thing: to get the adrenaalin going. Some agencies take an opposite view of political advertising. "It can devastate an agency," commented one, "affecting other clients and making major inroads into resources."

Of course they weren't taken unaware. The England and Wales local elections gave them a dry run for the main event, and a chance to flex their muscles—for GGT and Wright it was the first time. The Saatchis, still the golden boys of British advertising, and engineers of the successful Tory campaign in 1979, have seen it all before—albeit from the other side of the fence, in opposition. If they achieved success for the Tories they won widespread acclaim

for the agency and its use of advertising industry too.

Whereas previously they had been regarded as precocious striplings they earned, through their hunger for work and undoubted professionalism, certain respectability and like it or not, became establishment figures. The Tory party, natural ally of big business and hence of advertising too, gave the Saatchis the seal of approval that was to later attract spectacular accounts with British Airways being the most prestigious.

Perhaps the Saatchis' most important contribution was to change the face of party political broadcasts, by turning what were once turgid talking head sagas into watchable entertaining events.

The Saatchis aren't giving anything away about this campaign. The shutters of Charlotte Street are firmly down and, like the Emmanuels with the Royal Wedding Dress, seem likely to stay that way till after June 9. There is even talk that they've hired off the central team to a location outside the agency.

For the Labour party, always an uneasy bedfellow with advertising, this is its first real affair. Before appointing Wright

and Partners in February it used groups of volunteers for its advertising. The party has a history of resistance which might go some way, observers suggest in explaining its choice of a small low-profile agency.

Wright and Partners is known to include sympathetic political advisers and with a staff of just 21, is one of the new wave of agencies formed in the bubble of 1980. In that year more than 70 agencies mushroomed, many to sink without trace soon after. They pride themselves in their unorthodox creative skills and have a reputation for being a glamorous, high-profile agency with a healthy list of solid clients—rather than a marginal high-street firm. It is thought they will continue this campaign along the "Think Positive, Think Labour" line.

By comparison, Gold Greenlees Troit is an ambitious hungry trio with a high profile. Named Agency of the Year by Campaign magazine in 1981 it thinks of itself as the most successful of the agencies started at the time.

It persuaded the Alliance that the issue of political allegiance was irrelevant in selecting an agency. "It isn't necessary to use people who think in the same way they said."

"Saatchis began in 1970 and took on the party of the Seventies. We started in 1980 and...," says Mike Gold energetically. A Fairer and Classier Britain, and Working Together for Britain are the likely campaign themes.

Budgets are a closely guarded secret. However, if the Tories are spending £2m, this is high say some industry pundits. Estimates of £1m and £1.5m have been suggested for the Labour and Alliance parties respectively.

Besides the mainstream poster and press advertising available to the agencies, all three will be directly involved with the party political broadcasts on both radio and television. "If there's any battle, this is where it will be," commented one observer.

TODAY: EEC Foreign Ministers' informal two-day meeting opens, Bonn. Prince Andrew opens International Air Fair, Biggin Hill.

TOMORROW: National Union of Public Employees conference opens, Scarborough (to May 17). Prince Philip begins visit to Zambia (to May 20).

MONDAY: April provisional figures for retail sales. Society of Civil and Public Servants conference opens, Bournemouth (to May 20). Mr Geoffrey Chandler, National Economic Development Council director general, gives annual Shell lecture, Holiday Inn, Glasgow. Mr Robert

Economic Diary

Muldoon, New Zealand Prime Minister, addresses London Chamber of Commerce on New Zealand and the European Community—the next 10 years. EEC Finance Ministers meet in Brussels. EEC Agriculture Ministers start two-day meeting in Brussels. European Parliament session opens, Strasbourg (to May 20). TUESDAY: March provisional index of industrial production. Nalco special delegate conference on projected 4.25 per cent annual pay offer. Westminster. BL

annual meeting, Cafe Royal, W1. British Rail Property Board annual report published. The Queen opens UN International Maritime Organisation headquarters, Albert Embankment, London. WEDNESDAY: March indices of average earnings. April indices of basic rates of wages. Fire Brigades' Union conference opens, Bridlington (to May 20). Central Transport Consultative Committee annual report published. London Transport annual report published. CBI Pay Data

bank figures. THURSDAY: UK banks' assets and liabilities and the money stock for mid-April. London dollar and sterling certificates of deposit for mid-April. First quarter preliminary estimate of gross domestic product based on output data. First quarter provisional figures for capital expenditure by the manufacturing, distributive and service industries; and manufacturers' and distributors' stocks. East-West troop reduction talks resume, Vienna. FRIDAY: April retail prices index; and tax price index. Cyclical indicators for the UK economy for April.



Drab times for the women of Iran

The position of women in Iran's revolutionary Islamic society is still the subject of much controversy and hot debate in Tehran today. Their clothing—down to the tiniest details—and whether they have the right to wear make-up have become the subject of almost continuous political discussion in the Press, TV and Parliament.

The reason lies in the heart of the Iranian politics as it debates which has the greater emphasis—Islam or revolution. Naturally, Islam always wins, and subsequently Iran's breed of fundamentalism has reached new heights in its power and control over women.

It is no longer a question of whether or not a woman covers her hair—for going bareheaded has been made a crime punishable by up to a year in jail. Today's great debate centres on whether two inches of fringe is acceptable.

To the bulk of Iranian women, such questions are simply not an issue. They have never worn anything else but the chador—the all embracing black shroud—they have never

fripperies. They are the poor and neglected for whom the revolution was made.

But for city women, the recent restrictions have been particularly hard. No longer is a chador protection enough from accusations of un-Islamic behaviour by the feared Revolutionary Guards. The feet, too, must be covered completely. Open-toed sandals are forbidden. (Many Iranian women had been throwing a chador over their clothes before leaving the house, and forgetting their tell-tale high-heeled shoes). The result of such forgetfulness can land you in front of one of the Islamic committees whose job it is to judge your dress and behaviour. Most young city girls play it safe and trot round in pinnisols.

The chador is an extremely inconvenient item of clothing for the Iranian working woman—it has to be held all the time at the chin to prevent it slipping off. So the regime has devised a uniform suitable for the working woman, particularly those who work in government offices where the uniform is de rigueur. It consists of a shapeless overall which goes down to the calves with baggy trousers underneath. This is topped off with a headscarf worn well down on the forehead, which ensures that not one single strand of hair shows. The colours are even dictated

women today, and it makes the Islamic revolution the drabest in history. There are no pinks, reds, greens or yellows ever to be seen in the streets of Iran today.

The next debate is make-up. Islam, according to Iran's Shi'ite interpretation, forbids any distortion of nature. This has led to a ban on cosmetics, perfumes, nail varnish—even deodorant is forbidden and unavailable except on the black market. Many women try to get away with a smudge of lipstick, or a hint of eyeshadow in the evening, but such subtle female trickeries can leave them open to the risk of temporary arrest or investigation by the committees. The ban extends even to the most humble cosmetic aids such as hair removing cream. And the result is an enormous number of moustached women in Iran. Even carrying make-up is risky. When I went to interview a Government minister, the security guard carefully removed some stray lipstick from my handbag—though not for security reasons. Such items, the guard told me, were "the tools of prostitution."

Even a woman's behaviour is under constant strict scrutiny. A woman may not dine out or walk in the street with any other males except those from her immediate family. One Iranian journalist has just had his son forcibly married to a

woman had her licence to practice revoked because she was seen smoking a cigarette by certain Government officials who felt such activity to be "seductive and un-Islamic."

There are many horror tales to be heard about what happens to the women arrested for such crimes described above. Such as Revolutionary Guard women who use cotton wool containing shreds of glass to wipe off lipstick from women found to be wearing make-up. For a visitor, such tales of treatment in Tehran's feared Evin prison are impossible to check. Those who come out of Evin do not go near foreign journalists.

Mrs Azam Taleghani, one of Iran's four women Deputies, says she has heard such stories herself, but she does not believe them. She says that although she does not agree with Government Ministries laying down the law about colours, the other controls over dress codes are necessary if Iranian society is to be reformed into an Islamic one. "We are trying to develop the human being, not the human instinct, and using make-up is catering to the human instinct." She believes women can be more independent and socially respected if she covers up, rather than being some prettified sex object.

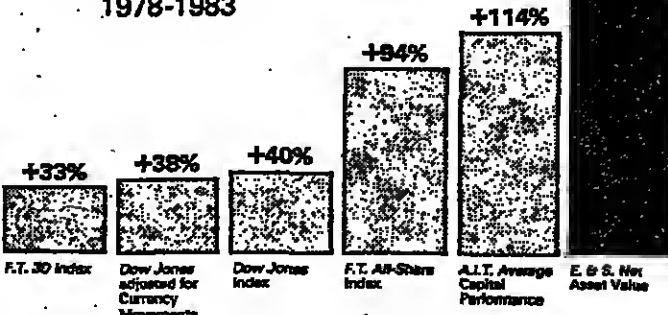
Contributors:

ENGLISH & SCOTTISH INVESTORS p.l.c.

Directors: Lord Tryon (Chairman), T.L. Grimley, I.T. Henderson, CBE, TD, J.M. Hunt, P.L. Lamaison, ECA, S. Stevenson, Jnr, CA.

An outstanding 5 year record of capital growth

CAPITAL RECORD 1978-1983



Results for the year ended 31st January, 1983

Net Asset Value per Share	111.8p	+24.9%
Earnings per Share	1.96p	+16.7%
Dividend per Share	2.0p	+11.1%

Extracts from the Review of the Chairman, Lord Tryon.

- Net asset value and dividend per share at a new record.
- Investment value exceeds £50m for the first time.
- Growth in asset value over the year once again exceeds the rise in the U.K. market.
- Proportion invested in N. America rose sharply from 25.9% to 43.7%.
- Recovery in world economies at last more imminent than for a long time past.

Full Accounts available from the Managers and Secretaries

GARTMORE

2, St. Mary Axe, London EC3A 8BP. Tel: 01-623 1212

UK COMPANY NEWS

Wolverhampton & Dudley Bilton rises £2m to £9.32m

A 14.9 per cent increase from £4.82m to £5.54m in pre-tax profits is reported by Wolverhampton & Dudley Breweries for the half-year to March 31 1983. Mr E. J. Thompson, the chairman, says the company has continued its policy of seeking wider distribution, both in the free trade and through its tied estate, while fully maintaining the programme for improving standards and increasing sales in existing outlets.

This year's combined with tight control of costs at all levels and a kind winter, resulted in turnover increasing by 9.2 per cent from £38.19m to £41.7m.

The interim results have been presented earlier than usual, and Mr Thompson says—with the bid for Davenport in mind—the object is to assure present and future Wolverhampton & Dudley shareholders that the company continues to make steady progress, and that it is steadily weathering the recession.

First-half tax was £2.49m (£3.17m) and after extraordinary credits of £554,000 (£488,000), net profits emerged at £3.6m against £3.14m.

In order to reduce the disparity between the interim and final dividends, the interim dividend has been increased from 1.8p to 2.3p net.

The directors hope to recommend a final of not less than 4.45p. They point out that any new shares to be issued to accepting Davenport shareholders will rank for the interim dividend, provided that Wolverhampton's offer becomes unconditional.

Capital expenditure on public

DIVIDENDS ANNOUNCED

Company	Current payment	Date of payment	Corresponding dividend	Total dividend	Total last year
Anglo-Ind.	1	July 29	1	1	1
Percy Bilton	6.1	—	5	9.6	7.5
Cambrian & Gen.	0.25	June 24	0.2	—	0.5
Fairline Boats	0.75	July 29	0.5	—	—
M. J. Gleeson	1.3	July 8	1.1	—	3.8
Hunting Gibson	4	—	4	6	6
King & Shaxson	4	June 14	5.5	7.5	6.5
Scottish Atlantic	1	—	—	—	3.1
Scottish Heritage	1	July 29	2	—	—
Whitbread	2.31	July 1	1.8	—	6.05

Dividends shown pence per share net except where otherwise stated. * Equivalent after allowing for scrip issue. † On stock increased by rights and/or acquisition issues. ‡ US\$ stock. § To reduce disparity. ¶ Not less than 6.75p total forecast.

houses continues and the company's first two houses in Birmingham were opened in January. Both are trading satisfactorily, as is the Viaduct, which opened in Kidderminster in February. Five further houses are planned before the end of 1983.

The directors say work on the Dudley brewery is well in hand and should be completed by April next year, while the erection of its new garage adjacent to Park Brewery is under way.

● comment

Wolverhampton and Dudley Breweries evidently felt sufficiently pleased with this solid performance to release the details 13 days ahead of schedule. Thus Davenport shareholders who

SECOND-HALF pre-tax profits of Percy Bilton, property investment and development, civil engineering concern, moved ahead from £4.03m to £5.06m and left the figure for the whole of 1982 at £23.2m, compared with £7.22m turnover for the 12 months ended by the dividend is boosted from 7.5p to 9.6p net per 25p ordinary share with a final distribution of 6.1p.

With profits ahead from £3.2m to £4.27m at mid-way, the directors said they expected 1982 to be another successful year.

After tax of £3.72m (£2.54m) and an extraordinary credit of £25,000 (£24,000), the attributable balance emerged at £2.83m against £5.04m. Earnings per share are shown as 14.9p (£12.5p).

● comment

Percy Bilton's 28.5 per cent advance was comfortably above expectations. But the market was more influenced by the absence of any outcome to the first professional valuation of Bilton's portfolio in more than a decade and left the shares unchanged at 258p. It looks as if the value will come out with assets at something between 300p and 307p per share when it is published later this year. Meanwhile, the delay gives Bilton a chance to keep his powder dry against any further takeover battles. On the trading front, it benefited from recent reviews on 1m sq ft of property, a figure which will rise to 1.8m sq ft this year. Construction has been patchy, but is improving, while housebuilding has increased strongly in line with the market, pointing in 1983 group profits of perhaps £11m. The shares yield 5.4 per cent—well above the sector—and the prospective p/e is nearly 18.

King & Shaxson

After providing for rebate, tax and transfer to inner services, profits of King and Shaxson, bankers, increased from £1.08m to £1.5m for the year ended April 30 1983, and the dividend is stepped up from 6.5p to 7.5p net per 20p share with a final payment of 9p.

Balance brought forward was £2.29m (£2.03m) making £3.79m, compared with £3.1m, and after provisions of £5.1m, £1.21m (£524,200) the balance on the P and L account has increased from £2.29m to £2.57m.

The directors say that total published resources amounted to £3.87m, against £8.09m.

Alfa-Laval issue

Alfa-Laval, the Swedish industrial group, has placed 800,000 non-restricted "R" shares with predominantly UK institutional investors at SKr 341 (£29) a share to raise about SKr 270m (£23m). Alfa-Laval, which has a London listing, will use the money to fund a merger and expansion. The placing is believed to be the largest-ever by a foreign company in the London market.

The placing was managed by Schroder Wagg and the brokers were W. Greenwell and Grieson Grant.

BIDS AND DEALS

United Newspapers lifts Benn offer

United Newspapers yesterday returned with an increased offer of £15.1m for specialist business publisher Benn Brothers, topping the rival bid from Ertel, the sporting and financial news agency group, by £3.3m.

However, the announcement of the increased offer reduced United's share price by 12p to 253p cutting the value of its bid to £15m.

United, which is keen to complete its own periodicals publishing activities with those of Benn, originally made an offer of £12.8m, which was rejected by Benn on April 15. This was followed by an offer of £12.5m bid from Ertel on May 6.

Under the revised terms United is now offering 85 of its own shares for every 100 Benn ordinary shares. This value

Westminster rebuts Mr Raper

THE Westminster Property Group yesterday rebuffed charges made against the company and its executives by Mr Raper, the mining and minerals group which has built up a 28.99 per cent stake in Westminster.

Referring to an allegation—which is part of Mr Raper's master company Gasco Investments—that £500,000 had been misappropriated from the company in 1981, Mr Patrick Ravenhill, Westminster's chairman, told shareholders in a circular: "There is not a shred of truth in the allegation."

To satisfy any fears that shareholders might have, Westminster instructed Arthur Andersen to prepare an independent report.

Referring to St Piran allegations that malpractices had arisen while Westminster was a 20 per cent stake in what was then called the "Benn Group", Mr Ravenhill said: "No details are given of these so called malpractices. There are

KCA chief abandons demerger

Mr Paul Bristol, chairman of KCA International, yesterday abandoned plans to demerge the group's non-oil operations.

In February, he announced that the group's main operating subsidiary, KCA Drilling, would be linked with a second oil-related subsidiary, BW Mud, to form a new publicly-quoted company.

Mr Bristol then intended to buy out KCA International's residual operations, which comprised Barry Wiggins, the allied motor vehicle company, KCA Minerals, which has barytes mining operations in China and Malaysia, and Bengali Oil and Gas.

Mr Bristol said yesterday that the process of demerger had become horrendously complex. Rather than force shareholders to accept a prolonged delay, he had decided not to proceed.

One major complicating influence was the sudden changing prospects of some of the companies in the "rump" to be bought by Mr Bristol. Most significantly, Bengali Oil and Gas had a 20 per cent stake in what seems likely to be a substantial oil field in Texas. Its shares, he said, had risen from a moribund 3 cents to 36 cents in recent weeks.

In addition, KCA Minerals has in the past month got the go-ahead for a barytes mill in China. Barytes is widely used in oil drilling, and KCA is thus likely to benefit from oil exploration which is just about to start offshore China.

These developments evidently put Mr Bristol in an invidious position: the initially agreed purchase price no longer fairly represented the value of the assets he intended to purchase. But at the same time, the prospect of taking into account these improved prospects was likely to be personally prohibitive.

KCA International's results for 1982 have already been delayed by a month because of the demerger discussions. Mr Bristol said that following yesterday's decision, figures could be expected soon—perhaps in a week.

SHARE STAKES

Single Group—Equitable Life Assurance Society holds 1,870,000 shares (6.82 per cent). This supersedes the notification of May 9 which was incorrect.

Bespak—MIT Securities reduced its interest by 125,000 shares on April 18 and by a further 75,000 shares on May 5. James Harley—P. Aisher has acquired 55,000 ordinary shares (non-beneficial).

VW—R. W. Stephens, a director, has bought 39,800 ordinary shares.

Bibby and Son—L. C. Young has sold 25,361 ordinary shares.

Glaxo Holdings—Morgan Guaranty Company of New York advises that its nominee company, Guaranty Nominees, holds 38,000 shares (1.3 per cent).

Newhold and Barlow Holdings—African Finance Corporation (UK) holds 215,000 ordinary shares (5.11 per cent).

Capel Care Myers—The News Corporation Investments has purchased 500,000 special dividend shares.

Brown Shipley Holdings—Duncan Lawrie Investments has acquired 50,000 ordinary shares.

Barclay—Barclay 64,264 ordinary shares which were both in the names of A. B. Tison (non-beneficial) and Mrs J. H. Thurgar (beneficial), have been sold.

Elson and Robbins—Barclays Nominees (M and G Group) has acquired 300,000 ordinary shares.

General Investors and Trustees—The Equitable Life Assurance Society has purchased 195,000 ordinary shares.

Newhold and Burton—African Finance Corporation (UK) has purchased 215,000 ordinary shares.

Coastal—Coastal Strathclyde—Charter Consolidated, as at May 5, held 46,135,247 shares (97.22 per cent).

Brown Shipley Holdings—Duncan Lawrie Investments has acquired 50,000 ordinary and now holds 955,000 ordinary shares (8.06 per cent).

Ladbroke Group—Directors E. W. Macdonald and Sir Kenneth Cork have disposed of 71,500 ordinary shares out of their joint non-beneficial trustee interests.

HIGHGATE OPTICAL

The offer by Optical Industrial Corporation of 25p cash for Highgate Optical ordinary has been closed. The offer was declared unconditional on April 27 1983 but remained open for acceptance until May 11.

Optical Industrial has received acceptance for 1,245,350 ordinary of Highgate (51.13 per cent) for its cash offer.

This comprises acceptances for 1,245,350 shares (51.13 per cent) from the former directors and certain shareholders who gave irrevocable undertakings and acceptances for 2,730 shares (0.13 per cent) from other shareholders.

These 2,730 ordinary will be placed with clients.

VANTONA VITELLA (textile, clothing, home furnishings, carpets)

Chairman says the group, formed by the merger of Vantona Group and Carrington-Vitella, has the ability to hold its own in existing conditions and react with speed and effectiveness to any upturn in the economic climate. He adds that it would be unwise at this early stage to be too optimistic with few signs of a recovery in the economy.

BORDEN & SOUTHERN STOCKHOLDERS TRUST (investment trust)—From revenue, the trust for March 1983, £2.5m (£2.5m); total income £2.7m (£2.5m); expenses and interest £2.7m (£2.5m); net income £0.0m (£0.0m). Net asset value per share 10p above charges at 1983 dividend (11.5p) at September 30, 1982, and 11.75p at September 30, 1982.

Hunting Gibson falls to £2.25m

SHIP owning and ship management activities at Hunting Gibson incurred losses over £78,000 in £1.68m during 1982, but all other divisions were in profit. Group pre-tax profits fell from £3.41m to £2.5m, and turnover was down from £18.96m to £14.82m.

The pre-tax figure includes a special share of £2.17m (£2.45m), but the comparable figure was after augmentation payments to the retirement scheme amounting to £152,000.

Tax was little changed at £1.13m (£1.14m), minorities totalled £257,000 (£129,000) and there was an extraordinary debit of £1.75m. Stated earnings per 25p share fell from

Amber Day well down at midterm

THE SIX months to November 27, 1982 saw pre-tax profits of Amber Day Holdings tumble from £72,000 in £250,000, the interim dividend has again been omitted and the payment on the cumulative redeemable preference shares has been passed.

However, the result does represent a recovery from the losses incurred in the second half of last year, which left the 12 months profit outcome at £238,000.

A breakdown of mid-term turnover of £27.4m (£27.88m) and trading profits of £689,000 (£1.24m), after head office administration and unallocated

Results due next week

Grand Metropolitan is expected to have topped £100m pre-tax in the first six months to March, up from £74.8m last year when the chairman Mr Stanley Criswell reveals interim figures on Monday. Income gearing should be substantially lower with the help of £1.5m rights issue, and a lower sterling/dollar rate which has boosted Liggett's profit contribution from the U.S. The re-organisation costs of Intercontinental will be falling away so that profits from the group's overseas operations should count for almost half of the total.

The company has not neglected its traditional business of brewing with Watney Mann and Truman Breweries showing the benefit of a touch of curbing. Improvements from the food, hotel and catering divisions are also expected.

Whitbread, whose preliminary results for the year to February are due on Tuesday, is a pure brewery stock than GrandMet, and perhaps more vulnerable to the continuing dullness of the industry. It has taken a firm stance on margins with a resulting slight contraction of market share, but does have the benefit of being based mainly in the more prosperous South and South-east. Its wine division,

Company	Announced	Dividend (p)	Dividend (p)	Dividend (p)
		Last year	This year	This year
		Int.	Final	Int.
FINAL DIVIDENDS				
Advance Services	Wednesday	1.0	2.3	1.0
Amber Day Holdings	Wednesday	2.5	9.4	2.5
Barrick Gold	Wednesday	4.35	8.45	4.35
Cambrian & Gen.	Wednesday	1.1	7.4	1.1
Cornwall	Friday	1.0	2.0	1.0
Debenhams	Monday	2.0417	3.2443	2.0417
Edwards	Monday	0.5	—	0.5
Edwards (John) and Son	Monday	1.8	1.8	—
Evans Group	Monday	1.294	2.956	1.294
Goldberg (T.J.) and Son	Monday	1.19287	2.74333	1.19287
Hewitt (C.E.)	Monday	2.5	9.5	2.5
Hutton (Amey)	Monday	2.4	9.8	2.4
International Paint	Friday	2.0	3.0	2.0
Land Securities	Thursday	2.75	6.65	2.75
London Atlantic Investment Trust	Thursday	1.75	3.25	1.75
London and Lancashire Investment Trust	Thursday	0.5	1.4	0.5
London Trust	Thursday	1.25	2.5	1.25
Messy Nicks and Harbour	Tuesday	1.68667	2.867	1.68667
Roper	Tuesday	2.5	9.4	2.5
Runcorn	Thursday	0.441	—	0.441
Small (John C.) and Tidman	Monday	0.5	0.5	—
TS Natural Resources Investment Trust	Friday	2.85	3.0	2.85
Usher-Walker	Wednesday	1.29	3.0	1.29
Warrington (Thomas) and Sons	Monday	1.75	3.85	1.75
Weeks Associates	Monday	0.7	—	0.7
Whitbread	Tuesday	1.5	3.4	1.5
Whitbread Investment	Thursday	1.8	3.2	1.75

Company	Announced	Dividend (p)	Dividend (p)	Dividend (p)
		Last year	This year	This year
		Int.	Final	Int.
INTERIM DIVIDENDS				
Allied London Properties	Tuesday	0.275	1.275	0.275
Bellway	Monday	3.0	4.0	3.0
Brown (Metrowest)	Monday	1.35	5.5	1.35
Construction Holdings	Monday	5.96	7.5	5.96
Ertel Group	Monday	2.5	7.5	2.5
Grand Metropolitan	Monday	3.5	4.25	3.5
Higgins Brewery	Thursday	0.4	2.5	0.4
Irish Outfitters Group	Monday	1.1	3.5	1.1
Management Agency and Music	Friday	2.8	5.9	2.8
Mettoy	Wednesday	—	—	—
Northern Industrial Improvement Trust	Wednesday	1.0	6.0	1.0
NBS Newsagents	Wednesday	1.0	1.75	1.0
Pentland Investment Trust	Tuesday	1.5	5.95	1.5
Polly Peck (Holdings)	Thursday	2.3	9.0	2.3
Redfern-Hewson International	Thursday	1.4	2.5	1.4
Stanhope Holdings	Thursday	2.0	3.5	2.0
United Scientific Holdings	Monday	1.5	2.5	1.5
Waywell	Tuesday	1.2	1.55	1.2

* Dividends are shown net pence per share and adjusted for any scrip issue. † First-quarter figures.

Kennings drops Western

Motor deal

Kennings Motor Group yesterday backed out of a deal in which it planned to acquire a controlling stake in a subsidiary of the troubled Western Motor Holdings. It said Western Motor "had been unable to satisfy all of its delivery obligations under the provisional agreement."

The two companies announced two months ago that Kennings had agreed to boost its stake in Distributor Deliveries, a subsidiary of the Plymouth-based Western Motor, from 15 per cent to 51 per cent.

Kennings, in return, would inject into the company about £1m by way of shares purchased and loans. As a result, Western Motors intended to reduce Distributor Deliveries—and thus its own—borrowings.

Western Motors has announced pre-tax losses ranging from £300,000 to £500,000 ever since 1978. Half-year figures for 1982, revealed in November, showed a pre-tax loss of £401,000—down from £220,000 in 1981—and prompted predictions of a seven-figure loss for the full year.

Western Motors said it was holding discussions with another prospective purchaser, and a further announcement would be made as soon as it had been agreed. The company's shares fell 3p to 45p the day after Kennings shares fell to 95p.

Commission delays Abele findings

The Monopolies Commission has asked for and been granted more time in which to complete its investigation of the proposed bid by Abele, the Isle of Man company controlled by Mr Alan Lewis, for Hillingworth Morris, the wool and woollen worsted group.

Within the usual six-month framework of merger investigations, the Commission was originally required to submit its findings to the Trade Department by June 1, but for publication some three weeks to a month thereafter.

The events leading up to the Monopolies Commission reference last December, were, however, more than usually confused in that the deal was initially given clearance by the Office of Fair Trading, as it is to be referred for investigation, as his statutory right, by Lord Cockfield, the Trade Secretary, himself. The Commission has now been told to complete its report by August 5.

Tilling attack on BTR

SIR ARTHUR NORMAN, who took over as chairman of Thomas Tilling at the annual meeting, told shareholders that stock market opinion was that BTR's bid for the company was failing.

He described the offer as "nothing more than an opportunist and commercially illogical attempt to buy our company on the cheap."

"BTR may decide to increase its offer but perhaps it has now realised, or recognised, that it cannot or should not afford a price to grab Tilling," he added.

Shareholders, he said, would have observed BTR's "crude and unattractive attempt to discredit our price forecast." It was, however, "entirely creditable, not a farce or plan, but a solid prediction."

Earlier, outgoing chairman Sir Robert Taylor said that there were many companies within the group that would command a considerable price in the market place, and the group was always ready to review its philosophy towards its activities.

"If at any time we decided it would be in shareholders' interests to redeploy capital values we would do so," he concluded.

West Coast and Texas Regional Investment Trust: Britel Fund

Trustees, now holds 166,139 ordinary shares (5.6 per cent) following the acquisition of 120,000 shares on April 25 1983.

Beales (John) Associated Companies: Munton Bros holds 25.8 per cent of the voting capital. Seaford Investments no longer has any interest in the ordinary.

REPORTS AND ACCOUNTS IN BRIEF

Interim dividend (already announced) 1.5p (same).

GRATIAN (mail order)—Results for the year to the end of January 1983 reported on April 3. Shareholders received £47.57m (£22.22m); fixed assets £10.6m (£9.01m); net current assets £47.57m (£22.22m); increase in bank borrowings £3.46m (£7.56m). Meeting: Bradford, June 3 at noon.

ESTWATER (investment)—holding company—Dividend 8.5p (5.5p) net for 1982. Turnover £283,088 (£205,795). Pre-tax profit £218,681 (£188,988). Including income from investments and interest £239,803 (£179,727). Net income £43,018 (£28,201). Earnings per 15p share 11.32p (£7.25p).

KUALA SELANGOR RUBBER—Net final dividend 3p (same) for 1982 making 13.5p (same). Turnover £748,000 (£657,000). Pre-tax profit £234,000 (£205,000) including investment income.

Take-over bids and deals

The battle for Fitch Lovell's retailing chain, Key Markets, heated up this week when Linford weighed in with a \$23.8m offer, topping Safeway's £34.8m bid. On Thursday, Linford was given permission by the Monopolies Commission to renew the £27m bid it made for the whole of Fitch last year, but Linford warned that there would be no new takeover if Fita goes ahead and sells its 200 stores to Safeway. Fitch's shareholders, Linford must decide within three weeks whether it wants to make a new bid for Fitch. Fitch shareholders meet next Friday to decide whether to approve the sale of Key Markets to Safeway, and the Monopolies Commission will then consider the implications of the Monopolies verdict and Linford's latest offer.

Company Mid '99	Value of bid per share**	Market price**	Price before bid	Value of bid em's**	Bidder
Prices in pence unless otherwise indicated.					
Aberthaw Cement	70½	640	420	20.16	Bine Circle
Andrew Strathelye	200*	196	179	94.83	Charter Consd
Anglo Met	900*	90	80	5.31	Atlantic Met
Austro (E)	32	32	32	1.54	Caparo Industries
Austro (James)	92*	90	84	4.14	Tramans Steel
Barton Group	42½*	40	32	10.20	Caparo Industries
Bell and Sims	160½*	155	136	0.45	Fleming (J.)
Benn Bros	206	206	180	13.51	Udy Newspapers
Benn Bros	182	206	187	10.47	Udy Newspapers
Davenport Brye	232½	212	246	24.41	Wolv Dndley

bid for	share ^{ss}	price ^{ss}	bid	£m ^{ss}	Bidder.
Doflands	37½	150	70	0.15	A. P. Ward and N. Fetterman
Heal	£38 ^{ss}	£36	£16	4.25	Habitat Mthcare
Hilghage Optical	23 ^{ss}	60	35	0.47	Exent
Jeavons Engng	77	72	62	4.31	Newman-Tonks
Leisure Indus	346	343	290	6.86	Riley Leisure
Long and Hamblly	10½	94	6	0.21	Tarmac
Nesw Internatnl	225 ^{ss}	215	223	20.60	Nesw Corporation
Redifusion ¹	363 ^{ss}	355	353	112.85	BET
Regalan Props	47½	77	51	13.07	Davstone
RTD	16 ^{ss}	15	14	0.30	East Anglian Sees
Saxo Oil	154½	177	86	15.44	Clyde Pet
Steele	158 ^{ss}	152	133 ^{ss}	113.7	Kegworth Ceramic
Sunamic	60½	100	95	0.95	Afco Invs
Somah Vily Tea	143½	125	123	1.14	Rightwise
Trilling (T)	196	305	176	570.3	NRB
Trilling TV "A"	82½	84	104½	1.25	Pleasuram
UDST	133½	132	110	254.55	Hanson Trust
W. Coast & Texas	133½	164	156	5.50	Baltic Leasing
Amex	62½	63	56	8.00	Amberoid

Offers for sale, placings and introductions

Chemical Methods Associates is coming to the USM through an offer of 2.7m ordinary shares at 115p each.

North Surrey Water Company offer for sale by tender of £2m of 7 per cent redeemable preference stock, 1988 at a minimum tender price of £101 per cent.

Stainless Metalcraft is coming to the USM by way of an offer for sale of 3.35m shares at 120p each.

Company	Year to	Pre-tax profit (£000)	Earnings* per share (p)	Dividends* (p)
Berden Const	Dec	4,900 (3,800)	25.8 (22.2)	8.0 (7.17)
Bryshire Metal	Dec	539L (243)L	—	—
Bank of Ireland	March	48,900* (62,600)	68.2 (82.9)	22.0 (22.0)
Bank & Wallace	Dec	770 (353)L	10.7 (1.1)	5.0 (1.0)
B&S	April	48,874 (42,960)	13.2 (13.0)	5.26 (4.75)
Cash Patens	Dec	76,800 (74,800)	14.6 (14.7)	4.2 (4.0)
Costain Group	Dec	40,420 (47,990)	38.6 (48.1)	12.0 (11.0)
Creses Estates	Dec	766 (853)	0.7 (2.8)	1.25 (1.25)
Cresensora	Dec	404 (271)	3.6 (1.8)	—
Curranakande Rob	Dec	39 (46)	3.3 (4.2)	3.0 (3.0)
Ellis & Goldstein	Jan	1,030 (1,320)	3.7 (5.0)	2.15 (2.15)
Everead Holdings	Dec	373 (291)L	6.3 —	—
Feedex	Dec	356 (432)	2.6 (3.8)	1.15 (1.15)
First Castle Elect	Jan	1,230 (827)	8.1 (8.0)	1.75 (1.75)
Fortnum & Mason	Jan	189 (289)	—	—
Full (Matthew)	Dec	11,640 (10,340)	22.4 (24.3)	8.14 (5.12)
Garmons Group	Dec	267 (37)	0.7 (0.2)	0.18 —
Heurtis	Jan	72L (125)L	—	—
Hay (Norman)	Dec	351 (302)	7.6 (4.2)	3.1 (3.1)
Headsman Ship	Dec	385 (474)	4.8 (7.0)	3.0 (2.61)
Hill Lloyd Int	Feb	2,060 (3,160)	1.1 (5.6)	3.17 (3.17)
Holroyd Rubber	Dec	45 (113)	4.21 (87.1)	30.0 (45.0)
Hongkong Rubber	Dec	562 (612)	30.9 (31.2)	16.0 (20.0)
Jefferson Smorfit	Jan	14,240* (21,380)*	12.2 (12.1)	4.63 (4.83)
SD Computer	Dec	392 (—)	3.3 —	1.21 —
JCA Drilling	Dec	7,010 (5,980)	12.7 (10.7)	1.88 —
Jacobs Rubber	Dec	334 (384)	20.0 (35.4)	13.5 (14.5)
J&S	Feb	2,870 (1,580)	4.4 (3.8)	1.43 (1.24)
Jes Cooper	Dec	10,040 (9,080)	25.7 (27.7)	3.33 (3.05)
London & Lyvool	March	7,200 (1,080)	22.5 (6.0)	5.5 (2.42)
Units 33	Feb	235 (210)	9.3 (10.5)	2.0 —
Unity	Jan	21 (107)L	8.6 (—)	4.0 (0.55)
Wore O'Neill	Dec	2,030 (3,260)	5.5 (7.9)	2.96 (2.96)
Woolwide Tels	Dec	240 (194)	0.5 (1.1)	—
Worldwide Inspect	Feb	127 (88)	4.1 (3.4)	0.65 (0.65)
Worfield (F.)	Dec	1,350 (1,040)	10.7 (10.4)	2.3 —
Port Chardburn	Dec	784 (326)	2.5 (0.9)	1.08 (0.7)
Waters & Walls	Jan	545L (181)L	—	—
Waters	Dec	4,399 (4,399)	10.4 (12.3)	2.25 (2.0)
Waters	Dec	843 (1,080)	4.0 (6.6)	2.2 (2.0)
Waters Holdings	Jan	113,500 (104,000)	7.1 (4.8)	2.5 (2.5)
Waters Marshall	April	428* (410)*	26.8* (25.8)*	19.0 (17.5)
Waters & Jackson	Jan	1,750L (384)	—	7.11 (1.0)
Waters Jnte	June	5,080L (974)	—	(38.0) —
Waters Contractors	Dec	861 (1,480)	18.3 (39.1)	2.33 (2.32)
Waters	Dec	5,450 (4,500)	12.6 (11.5)	5.0 (5.0)
Waters	Dec	93 (619)	—	(12.6) 2.5
Walker (J. O.)	Dec	298 (116)	137.1 (4.0)	3.5 (1.0)
Worleydyke	Jan	1,125 (1,181)	52.8 (56.7)	18.0 (16.5)

Company	Half-year to	Pre-tax profit (£000)	Interim dividends per share (p)		
Akroyd Smithers	April	9,430	(3,340)	4.0	(4.0)
Arscott Group	Jan	294	(630)	—	—
Associated Paper	April	905	(2,240)	1.3	(1.0)
Baggeridge Brick	Jan	300	(774)	1.5	(1.25)
BC Group	March	36,100	(46,600)	2.73	(2.6)
Comercial Union	March	14,000 ⁽¹⁾	(1,700) L ⁽²⁾	—	(—)
Cooper (F.)	Jan	82	(120)	0.5	(0.5)
Crampton	Jan	70 L	(11) L	—	—
Crystallite	Dec	1,410	(870)	1.26	(1.0)
Davenport & Bwy	April	1,130	(624)	3.4	(1.21)
De La R. (Holdings)	Jan	853	(1,121)	1.6	(1.6)
Grosvenor Group	Dec	217	(214)	2.0	(2.0)
Hepworth (J.J.)	Feb	3,780	(2,230)	1.59	(0.79)
Jessops	Feb	320	(261) L	1.0	(—)
Lloyds & Scottish	March	10,600	(6,500)	1.0	(1.25)
McCarthy, Stoe	Feb	1,280	(1,040)	2.0	(—)
Revel Land	March	1,200	(5,500) L	—	(—)
Smith & Nephew	March	5,200 ⁽¹⁾	(5,880) L ⁽²⁾	—	(—)
Trafalgar House	March	33,560	127,320	4.0	(3.5)
Ultramar	March	47,900 ⁽¹⁾	(43,700) L ⁽²⁾	—	(—)
United Wire	April	171	(649)	2.2	(2.2)
Vaux Breweries	March	4,190	13,520	3.03	(2.75)
Waller Estates	March	1,220	(931)	4.0	(4.0)
Whitson	March	2,890	(2,124)	2.5	(2.0)

(Figures in parentheses are for the corresponding period)

* Dividends are shown net except where otherwise stated.
† No comparable figure. ‡ In £. § First quarter figures. ¶ After tax and transfer to reserves for contingencies.

London and Liverpool Trust: One for one.
McCarthy and Stone: One for one.
Scam Holdings: One for one.

Sears Holdings: One for two.

Albion Construction is making a one for two rights issue at 100p per share to raise \$5,156m.

Bechtel Associates Industries is raising £10.28m by way of a rights issue of 9.5 per cent convertible unsecured loan stock 2003-2008, on the basis of 25.0m of stock at par for every one share.

McConnell Brothers is raising £10.1m through a rights issue of 10,104,459 ordinary shares of 25p at 105p each to holders of its ordinary and 10 per cent convertible loan stock units 1994-1999 on the basis of one for five.

Queens Moat Houses is raising a one for three rights issue at 25p per share to raise £10.6m.

April 1 after seven years as chairman and managing director of the UK subsidiary of Philip Morris.

★
Mr John Ferris, chairman and managing director of Wessex Decorators (Southern), Bristol, has been elected president of the NATIONAL FEDERATION OF PAINTING AND DECORATING CONTRACTORS for 1983-1984.

1968. ★
DCD (UK) CONTAINER SERVICES managing director, Mr W. D. Hagen, will be leaving the UK organisation to take up an appointment in New York from June 1. Mr K. Duggan becomes director, operations; Mr D. R. A. Parsons, director, finance; administration; and Mr A. F. Stanley, director, sales and marketing.

ARGYLL FOODS has appointed Mr Keith Suddaby as managing director of Argyll Foods Manufacturing. This follows the formation of 2 number of principal subsidiaries within the group. Mr. Suddaby will be responsible for Yorkshire Biscuits, Paterson's Scottish Shortbread, Furniss & Company, and Gold Crown Foods. He will be based at Cold Croft in Liverpool and joins Argyll from Buitoni where he was managing director.

Mr. Graham Leeke has been appointed managing director of the engineering division of the LOR. He fills the vacancy created by the departure of Mr. Bob Igo. For the past 18 months Mr. Leeke has been managing director of the general industrial division of CH Industrials.

Mr Luke Meinertzhagen has been appointed a director and deputy chairman of MOOR-
GATE INVESTMENT TRUST.

LADBROKE INDEX
673-676 (+3)
based on FT Index.
Tel: 01-493 5261

Mr. T. J. Pritchard has been appointed managing director of MARINEX PEROLEUM, Newcastle. He succeeds Dr. J. Woolton who retired earlier this year. Mr Pritchard for the past five years has been director, project operations, Procon (GB).

Mr Christopher McNaughton has been appointed managing director of KELLOGG CO OF GREAT BRITAIN, a position

Mr Robert Hermans, managing director of Sacmim (HE), and Mr Peter Syme has been appointed a director of BRATTONRAY.

IBM World Trade Europe/Middle East/Africa Corporation has elected Mr Philip Sbelomons a member of the board.

100

(formerly M. J. H. Nightengale & Co. Limited)

28 Lovat Lane London EC3R 8EB Telephone 01-621

1982-83									
Price	Change	Gross Yield	P/E	Fully					
low				loaded					
120	Ass. Srt. Ind. Dtd. ...	134	-	6.0	4.8	7.8	—	—	—
127	Ass. Srt. Ind. CDSLs ...	151	-	10.0	6.6	—	—	—	—
127	Ass. Srt. Ind. CDSLs ...	62	-	8.1	3.8	17.7	17.7	—	—
128	Armstrong & Rhoads ...	330	+1	11.4	1.1	5.5	—	—	—
129	Barclay Hill ...	330	+1	11.4	1.3	13.9	17.5	—	—
130	CLC 11pc Conv. Prefr. ...	149	-	13.7	10.5	—	—	—	—
130	Condic Corp. ...	210	-	7.8	6.6	—	—	—	—
137	Deborah Services ...	47	-	6.0	12.8	—	—	—	—
137	Frank Horrell ...	96	-	—	—	8.0	8.8	—	—
137	Frank Horrell ...	96	-	8.7	9.2	10.5	11.3	—	—
138	Frederick Parker ...	62.5	-	9.1	11.5	—	—	—	—
138	George Blair ...	34	-	—	—	5.9	12.3	—	—
140	Ind. Precision Castings ...	78	-	7.3	9.8	8.7	12.3	—	—
142	Ind. Precision Castings ...	78	+2	7.3	9.8	8.7	12.3	—	—
146	Jackson Group ...	147	-	7.3	5.1	4.5	8.4	—	—
151	James Burroughs ...	225	+2	9.6	4.3	18.4	19.3	—	—
151	Rankine ...	140	-	20.0	13.5	1.6	23.5	—	—
154	Scruttons "A" ...	140	-	7.5	8.7	—	—	—	—
157	Torday & Carlisle ...	110	-	11.4	10.4	4.9	8.5	—	—
211	Unilock Holdings ...	26	-	0.46	1.8	—	—	—	—
212	Unilock Holdings ...	26	-	0.46	1.8	—	—	—	—
214	W.B. Yeates ...	78	-	12.1	6.9	4.1	8.5	—	—

CALLS							PUTS							
Option	July	Aug.	Oct.	Jan.	July	Oct.	Jan.	Option	May	Aug.	Nov.	May	Aug.	Nov.
Petroleum (\$358)								Imperial Group (\$11)						
300	78	84	—	2	3	—	—	90	3	—	—	0 1/2	—	—
330	48	24	—	4	10	28	—	100	15	—	12	14	3	18
360	28	24	44	10	20	28	42	110	3	5	8	10	13	15
390	16	—	—	—	—	—	—	120	1 1/2	6	—	—	—	—
420	6	12	—	66	80	—	—	130	1	5	4 1/2	80	22	33
Goldfields (\$554)								LASMO (\$683)						
300	—	—	—	—	—	—	—	250	67	70	80	1	4	8
460	105	120	—	4	—	—	—	370	37	53	65	6	19	20
500	78	66	98	10	22	80	—	470	70	7	32	6	18	33
560	68	54	58	30	43	50	—	500	—	—	36	40	69	43
600	14	28	—	57	—	—	—	520	9	16	25	—	—	—
taurus (\$96)								530	1 1/2	—	—	—	—	—
70	30	39	—	1	3	—	—	580	—	—	—	—	—	—
80	20	22	24	1 1/2	5	4	7	—	—	—	—	—	—	—
90	13	7	17	—	5	7	—	—	—	—	—	—	—	—
100	7	9	12	9	12	14	—	—	—	—	—	—	—	—
mercantile (\$158)								Lonrho (\$85)						
300	47	50	—	—	1 1/2	1 1/2	—	80	9	13	13	1	7	3
330	120	120	—	—	—	—	—	90	1 1/2	7	9	3	7	8
360	28	33	36	2	3	3	9	100	0 1/2	5 1/2	0	15	14	17
390	17	19	23	9	11	12	—	—	—	—	—	—	—	—
420	12	19	23	9	11	12	—	—	—	—	—	—	—	—
450	12	19	23	9	11	12	—	—	—	—	—	—	—	—
480	12	19	23	9	11	12	—	—	—	—	—	—	—	—
510	12	19	23	9	11	12	—	—	—	—	—	—	—	—
540	12	19	23	9	11	12	—	—	—	—	—	—	—	—
570	12	19	23	9	11	12	—	—	—	—	—	—	—	—
600	12	19	23	9	11	12	—	—	—	—	—	—	—	—
630	12	19	23	9	11	12	—	—	—	—	—	—	—	—
660	12	19	23	9	11	12	—	—	—	—	—	—	—	—
690	12	19	23	9	11	12	—	—	—	—	—	—	—	—
720	12	19	23	9	11	12	—	—	—	—	—	—	—	—
750	12	19	2											

Series		May		Aug.		Nov.		Stock
	Vol.	Last	Vol.	Last	Vol.	Last		
GOLD	\$350	8	92	—	—	—	—	\$441.50
GOLD	\$375	6	67	—	—	—	—	"
GOLD	\$400	10	42	—	—	10	64 B	"
GOLD	\$425	48	17 B	18	37	7	45	"
GOLD	\$450	38	2.50	52	23	48	36	"
GOLD	\$475	13	2.50	—	13	—	—	"
GOLD	\$500	—	—	173	9	52	16	"
GOLD	\$525	—	—	20	2.50 B	82	9	"
GOLD	\$400	—	—	—	2.50	21	8.50	"
GOLD	\$425	—	—	39	—	—	—	"
GOLD	\$450	13	18A	117	20	90	27	"
GOLD	\$475	8	37A	6	40	—	—	"
June								
SILV	\$10	—	—	—	—	6	4.40	\$13.18
SILV	\$11	—	—	2	3.10	—	—	"
SILV	\$12	—	—	25	2	30	2.60	"
SILV	\$13	4	0.80 B	—	—	—	1.85	"
SILV	\$11	—	—	—	—	4	0.60	"
SILV	\$12	—	—	60	0.70	—	—	"
SILV	\$13	—	—	3	1.30	—	—	"
July								
AKZO	F. \$7.50	20	38	—	—	—	—	F. 65.70
AKZO	F. 35	2	30.50 B	—	—	—	—	"
AKZO	F. 40	—	—	6	26.50	—	—	"
AKZO	F. 45	12	31	109	21.50	—	—	"
AKZO	F. 50	67	16.50	20	17.50	—	—	"
AKZO	F. 55	30	18	—	—	26	13	"
AKZO	F. 60	605	7.50	249	9.40	7	11 B	"
AKZO	F. 65	792	3.70	178	4.60	58	7.50 A	"
AKZO	F. 70	73	0.70	28	1.40	1	4.60	"
AKZO	F. 75	38	1.10	6	2.70	—	—	"
AKZO	F. 80	123	2	10	4.50	2	7.20	"
AKZO	F. 85	366	4	—	—	14	11	"
KLM	F. 140	2	16	—	—	—	—	F. 62.50
KLM	F. 145	14	9 B	1	15.10 B	—	—	"
KLM	F. 150	28	6.80	20	8.50	2	15	"
KLM	F. 170	87	5.50	1	6.10	—	—	"
KLM	F. 180	60	1.50	—	—	—	—	"
KLM	F. 140	8	5.70	—	—	3	16	"
KLM	F. 160	17	2.30	1	14.50	—	—	"
KLM	F. 160	1	15.10	—	—	—	—	"
PHIL	F. 21	6	33	—	—	—	—	F. 47.50
PHIL	F. 30	12	17.10 B	10	17.60 B	—	—	"
PHIL	F. 35	48	12.20	42	15.10 B	—	—	"
PHIL	F. 40	228	9.40	60	9.40	—	—	"
PHIL	F. 43	1043	5.50	125	6.50	187	3.10	"
PHIL	F. 50	1413	0.90	702	0.70	868	3.80 B	"
PHIL	F. 55	—	—	100	0.50	—	—	"
PHIL	F. 60	128	0.70	42	1.20	6	2.90	"
PHIL	F. 65	238	2.10	72	1.50	1	4	"
PHIL	F. 70	158	4.60	8	5.70 A	6	6.50	"
RO	F. 90	16	31	—				

A.B.N. Bank	10	%	■ Guinness Mahon	10	%
Al Baraka International	10	%	■ Hambros Bank	10	%
Allied Irish Bank	10	%	■ Heritable & Geo. Trust	10	%
Amro Bank	10	%	■ Hill Samuel	110	%
Henry Ansbacher	10	%	C. Hoare & Co.	110	%
Arbutnot Letham	10	%	Hongkong & Shanghai	10	%
Armo Trust Ltd.	10	%	Kingsnorth Trust Ltd.	10	%
Associates, Cap. Corp.	10	%	Kingsley & Co. Ltd.	10	%
Banco de Bilbao	10	%	Lloyds Bank	10	%
Bank Hapoalim B.M.	10	%	Malinhall Limited	10	%
BCCL	10	%	Edward Manson & Co.	11½	%
Bank of Ireland	10	%	Midland Bank	10	%
Bank Leumi (UK) plc	10	%	■ Morgan Grenfell	10	%
Bank of Cyprus	10	%	National Westminster	20	%
Bank of Scotland	10	%	Norwich Gen. Tst.	10	%
Banque Belze Ltd.	10	%	P. S. Refson & Co.	10	%
Benque du Rhone	11	%	Rosburne, Guarantee	104½	%
Barclays Bank	11	%	Royal Trust Co. Canada	10	%
Beneficial Trust Ltd.	11	%	Stevenson's Bank	10	%
Brenner Holdings Ltd.	11	%	Standard Chartered	10	%
Brit. Bank of Mid. East	10	%	Trade Dev. Bank	10	%
■ Brown Shipley	10	%	Trustee Savings Bank	10	%
Canada Perm't Trust	11	%	TCB	10	%
Castle Court Trust Ltd.	10	%	United Bank of Kuwait	10	%
Cayzer Ltd.	10	%	Volskas Int'l. Ltd.	10	%
Cedar Holdings	10	%	Westpac Banking Corp.	10	%
■ Charterhouse Jophet	10	%	Whiteaway Laidlaw	104½	%
Choulatons	11	%	Williams & Glyn's	10	%
Citibank Savings	10	%	Wintrust Secs. Ltd.	10	%
Clydesdale Bank	10	%	Yorkshire Bank	10	%
■ Commercial Union	10	%	■ Members of the Accepting House		
Comm. Bk. of N. East	10	%	Committees.		
Consolidated Credits	10	%	■ 7-day deposits 6.75% 1 month		
Co-operative Bank	10	%	7.00% 3 month term 28.00/12-		
The Cyprus Popular Bk.	10	%	months 9.25%.		
Duncan Lawrie	10	%	1 7-day deposits on sums of up		
E. T. Trust	11	%	£10,000, £5,000 up to £50,000		
Exeter Trust Ltd.	10	%	7.00%, 6.50% and over 6½%.		
First Nat. Fin. Corp.	12	%	2 Call deposits £1,000 and over 6½%.		
First Nat. Secs. Ltd.	10	%	3 21-day deposits over £750 7¼%.		
Robert Fraser	10	%	4 Demand deposits 6¼%.		
Grindlays Bank	110	%	5 Mortgage base rate.		



Sears Holdings

	1982/83 £m	1981/82 £m
Turnover	<u>1,597</u>	<u>1,491</u>
Trading profits after interest	111.0	97.5
Group profits before taxation	113.5	104.0
Taxation	(45.7)	(39.2)
Extraordinary items	(3.0)	(20.9)
Dividend	(25.1)	(22.4)
Added to reserves	38.9	20.3

- Trading profits after interest increased by 14% to £111m.
- Dividend increased by 12% to 2.8p per share.
- Property revaluation surplus £119m added to reserves.
- 1 for 2 scrip issue.

Copies of the 1982/83 Annual Report will be available from 3rd June 1983 and may be obtained from The Secretary, Sears Holdings plc, 40 Duke Street, London W1A 2HP.

Footwear retailers • departmental stores, jewellery and other retailing • motor vehicle sales, service and delivery • licensed betting offices • property development and investment • engineering

...as to design ...

[illegible]

OIL AND GAS—Cont'd

[illegible]

MINES—Continued

Miscellaneous			
0	215	Admiral Mines	140 +10
0	34	Anglo-Dominion	70 -5
0	54	Anglo Unt. Dev.	79 +1
0	60	Colby Res. Corp.	97 -6
3	315	Cons. Mar. & L.C.	440
3	3	Crescent Gas	125
103	113	Highland Res.	125
21	108	Westmore Mining St	139 1/2
35	340	Northeast CSI	415
4	455	R.T.Z.	57 1/2 +5
30	1108	Bay Islands S-2000	125
30	13	Sabine Inds	155 +5
84	122	Sabine Res. Lp.	18 1/2
84	32	South Exptn St	600

NOTES

[illegible]

PLANTATIONS

Stock	Price	+ or -
Anglo-Indonesian 200	86	+1
Flow 2 1/2% 10p	75	
Plant 10p	99	+1
Sidefield 10p	585	+10
Sun. Plants MS0.5	79	
and Central 10p	32	
Prins MS 10p	148	
Philips MS3	104	+2
Philips MS3	71	
N. Keppel MS1	240	
Blauvelt MS1	101	
Uluu Plants MS1	62	-1
Whitely 10p	162	
Evans Low 10p	46	
Amoco Jan 20p	171	

MINES

Central Rand		
Urban Deep R1	\$254	+ 1/2
1st Rand Prop. R1	\$134	+ 1/2
Jefferson's Est. R2	\$109 1/2	+ 3/4
Center & Jack R0 02	460
1st Rand R1	671	+ 2

Eastern Rand		
Jackie a 90c	248

Far West Rand

voor 25c	511	-
Wels R1	543	-2
Wieraal RD.20	306	-
Wierfontein R1	519	-
Wierfontein in R1	523	-2
Wierand Gld. 20c	940	-
Wier R1	296	-
Wiersteed R1	559	+3
Wier of Gold R1	535	-
Wier R1	128	+1
Wiermaal 50c	543	+1
Wierfontein 50c	513	-
Wier Reef: 50c	578	-1
Wierstersp. R1	513	-
Wier Areas R1	484	-
Wier Deep R2	541	-1
Wier R1	991	-9

O.F.S.

State Dev. 50c	625	-----
Geardul 50c	E321	-1
mony 50c	E158	-3
line R1	511	-15
s. Brand 50c	E321	-1
s. Steyn 50c	E37	-4
Helena R1	E294	-12
self)	E104	-----
Ikrom 50c	927	-29
holdings 50c	E361	-12

Finance

Corp SA 51.50	123	
Am. Coal 50c	\$171 ²	+1/4
to Amer. 10c	\$150 ²	
Am. Gold R1	\$804 ⁴	
Alousal 50c	\$44	
nter Cons. 2p	248	-2
s. Gold Fields	553	
Rand Con. 10p	26	
cor 40c	\$171 ²	
Fields SA 25c	\$99	-1/2
urg Cons. R2	\$95	
Walt 2c	\$77	

orco SBD1.40	850	-10
Wits 50c	621	

London 15c	39	-2
Min. Props. RI	640	
Trust 10c	924	
al. Cons. Ld. RI	£332	
Invest RI	614	
eb 2pc	220	+18

REGIONAL AND IRISH STOCKS

following is a selection of regional and Irish stocks, the latter quoted in Irish currency.

IRISH			
any Inv. 20p	56	Each 15pc 1983	£100
any Est. 50p	26.0	Nat. 9½ 84/09	587½
of & Rose £1	112	Pls 13½ 97/02	597
any Pkg. 5p	£36	Alliance Gas	200
of Ship. £1	£21	Arnett	200
	207	Carroll (P. J.)	107
(Jas) 25p	970	Concert Prods.	52
M. Sum. 5p	102	Helika (Hdgs.)	16
of (C. H.)	£14	Irish Ropes	31
Hdgs.	200	Jacob	72
		T.M.C.	70
		Undare	73

OPTIONS
3 month Call Dates

House of Fraser.. 17 | Utd. Drapery.....

[illegible]

